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# BUFFALO



THE



# ILLUSTRATED BUFFALO:

THE QUEEN CITY OF THE LAKES.

I PAST, PRESENT AND FUTURE.

I GROWTH, ITS RESOURCES, ITS COMMERCE, ITS MANUFACTURES,  
ITS FINANCIAL INTERESTS, ITS PUBLIC INSTITUTIONS, AND ITS PROSPECTS.

HISTORICAL DESCRIPTION BY  
GEORGE M. BAILEY.

AUTHOR OF "TEN YEARS IN BUFFALO," EDITOR "BUFFALO REAL ESTATE NEWS," FORMERLY OF  
LOCAL STAFF "BUFFALO MORNING EXPRESS," ETC.

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GEO. M. BAILEY.

*The descriptive matter of this book was written by MR. BAILEY, author of "Ten Years in Buffalo," editor "Buffalo Real Estate News," formerly of local staff "Buffalo Morning Express," etc., etc., and is the best and most authentic ever published.*

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1890.

## INTRODUCTORY.



THE publication of this volume was undertaken to present a general view of the resources and industries, the material wealth, the moral elevation and the social conditions of Buffalo—the famed Queen City of the Lakes. And not only has it been the endeavor of the publishers to render the work an abstract and brief chronicle of the time, but likewise to give some account of the city's historical importance; her advantage of location; her plan of city government; her churches and schools; literary and social life, together with compendium and statistics illustrating the growth and extent of her commercial and manufacturing interests. The statistics herein collected, compiled, digested and tabulated have been obtained by conscientious inquiry and from reliable reports. Without the aid of business men, manufacturers and others, by giving clear and candid statements of the facts in their possession, and known in most cases only to the individual, the compilation of such a work—even as imperfectly as this has been done, would have been impossible. From these and other favors from various quarters, whether solicited or volunteered, the publishers make grateful acknowledgment. The illustrations which accompany are believed to add to its interest and permanent value. The subjects of them were selected solely because they were characteristic, and without any reference to private interests. Among them are included sketches of the leading thoroughfares, public buildings, and several representative manufacturing establishments. The enterprise and hearty co-operation of many of Buffalo's leading business men have made possible the publication and general distribution of the book. It is intended as an advertisement only in the broad sense that every publication setting forth the actual conditions of a prosperous and public spirited community is such. Necessarily to a volume of the size to which this must be restricted, it is impossible to set forth in detail *all* the business establishments comprehended in a general view of the prosperity of the city. In the following pages it has rather been attempted to give the reader unacquainted with the resources and industries of Buffalo some idea of their *variety* as well as their extent. It is shown that historical and geographical causes have conduced no little to this versatility of Buffalo enterprise, as well as to that measure of success which has attended it. The future prospects of the Queen City of the Lakes depend largely and hopefully upon the quickening of a new public spirit, which has been manifested in a comparatively long period. This has found expression in the movement which led to the organization of the Merchant's Exchange, and the spirit of co-operation therein manifested. But it had its fore-shadowings in the individual enterprise displayed by one firm or single merchant or manufacturer and then by another; and finally communicated from one to another until sluggishness gave way to that enterprise, and conservation yielded to that progress which have indelibly stamped the Queen City of the Lakes one of the most powerful throughout the length and breadth of the Union. With this our salutary bow to the Buffalo public, we close these few prefatory remarks, and beg to respectfully subscribe ourselves, anticipating the leniency of an indulgent public for all errors of commission or omission,

THE PUBLISHERS.



# GENERAL INDEX.

ACME MINING Co., E. B. Hill, Agent.....	132	Blake Dumping-Wagon Works, The.....	149
Adams & Co., Boarding & Livery Stables.....	185	Blakeslee, Harvey D., Horse Clothing, Saddlery, etc.....	143
Alberger, F. J., Caterer.....	231	Blakeslee, F. R. & Co., Harness, etc.....	213
Albrecht, Louis, Meats, Lards, etc.....	185	Blanding, D., Gents' Furnishing Goods.....	164
Alderman, F. N., Druggist and Chemist.....	232	Bliss, Bostis., Photographers.....	189
Allenbrandt, Ed., Marble and Granite.....	186	Bloedel, J., Groceries, Provisions, etc.....	202
American Exchange Bank.....	101	Blue, R. & Co., Cattle, Hogs and Sheep.....	169
Andrews, J. M., Horse Furnishings.....	97	Boeclat, Frank P., Real Estate, Ins., and Loans.....	142
Anthony, J. L., & Son, Forwarders.....	212	Bon & Fluviot, Wine Merchants.....	219
Apotheecary, The, J. L. C. Cronyn Prop.....	209	Booker, R. C., Jewelry, Musical Instruments, etc.....	202
Argus, John., Groceries, Dry Goods, Boots and Shoes.....	179	Borchard, W. F., Meats, Lard, etc.....	155
Argus, Frank, Hardware and House Furnishing Goods.....	183	Borget, W. H., Drugs, etc.....	192
Astriff, A., Children's Shoes.....	173	Bork, Chas. J., Fire Insurance, and Prop. of Africa Mills.....	101
Atkins, Robt. F., Undertaker.....	139	Bork, Wm. H., Bookbinder and Envelope Manuf'g.....	111
Auerbach, Otto, Millinery Goods.....	198	Bowers, J. F., Grocer.....	173
Avery, J. T., Wood Turning of every description.....	188	Boysen, Henry C., Boots and Shoes.....	198
BAYN, P., Stationer, etc.....	220	Braham House, The.....	116, 216
Baines, Broths., Beef, Mutton, Pork.....	153	Brandel, Chas. P., Real Estate, Loans, etc.....	113
Baker & Lockwood, Household Goods, Carpets, etc.....	209	Brennan, Wm., Commission Merchant and Grocer.....	171
Bank of Buffalo, The.....	102	Brennisen, F. & Son, Produce and Commission.....	217
Barber Asphalt Paving Co., The.....	122	Brigham, F. J., Fancy Goods and Novelties.....	195
Barnes, J. H., Groceries and Provisions.....	185	Broezel, Hotel.....	108
Barth & Knobloch, Bookbinders.....	169	Brown & Co., Vessel and Ins. Agents.....	130
Bartlett & Sears, Hard and Soft Coal.....	132	Brumer, Wm., Money Broker.....	151
Bartlett, Frazier & Co., Grain Commission.....	172	Brunswick Bulke & Colander Co., The, Manuf'rs of Billiard and Pool Tables, etc.....	150
Batterson & Co., Commission Merchants.....	175	Brush Electric Light Co., The.....	115
Barutt, John, Dry Goods, Notions, etc.....	179	Buchheit, C. J., Real Estate and Insurance.....	122
Baynes, Wm., Street Cleaning Contractor.....	151	Buell, Fred, Real Estate and Fire Insurance.....	303
Baxter, R. R., Druggist and Chemist.....	151	Buffalo Brass and Iron Bedstead Co.....	131
Becker, Conrad & Son, Groceries, Flour, etc.....	192	Buffalo Trolley Co., The.....	124
Bell, Lewis & Yates Coal Mining Co., The.....	125	Buffalo Ice Co.....	206
Bell, J., Meats.....	175	Buffalo Clock and Suit Manuf'g Co.....	125
Belsey, Wm., Florist.....	189	Buffalo Fish Co.....	126
Benson's Art and Stationery Rooms.....	131	Buffalo Engineering Co., Engineers and Contractors.....	197
Bergfeld, Louis, Cigars.....	133	Buffalo Electric Light and Power Co.....	228
Bernhard, M. J., Manuf'g of Beer and Lunch Coolers, and Saloon Fixtures.....	94	Buffalo Pie Bakery.....	159
Besser, Ernest & Bro., Books and Stationery.....	147	Buffalo Electric Co.....	163
Bidwell & Barrowman, Wall Paper, Window Shades, Mouldings, etc.....	180	Buffalo Granolithic Paving Co., The.....	143
Bidwell, D. D., Real Estate and Insurance.....	85	Buffalo Sewer Pipe Co.....	224
Billings, W. F., Ladies' Straw Hats.....	155	Buffalo Produce Exchange.....	123
Bissing, E. J., Real Estate and Insurance.....	125	Buffalo Cast-Iron Pipe Co.....	145
Blackney, L. R. & Co., Druggists.....	194	Buffalo & Medina Cut Stone Co.....	145
		Buffalo Rubber Co.....	227
		Buffalo Rubber & Type Foundry.....	212

Buffalo Shirt Co.....	232	Delahunt, E., Real Estate.....	221
Buffalo Vulcanite and Asphalt Paving Co.....	102	Delaware, Lackawanna & Western Railroad Co.....	93
Buffalo Specialty Manuf'g Co.....	106	Dennis, Chas. A., Bicycles.....	139
Buffalo Stained Glass Works.....	203	Denton & Cottier, Pianos and Organs.....	105
Buffalo Book Bindery.....	239	Devlin, John, Meats.....	172
Buffalo Artificial Limb Co.....	149, 216	Dickenherr, Martin, Church Altars, Pulpits, etc.....	153
Buffalo Hat Manuf'g Co.....	112	Dickinson, T. V., Jeweler.....	137
Buffalo Belting Works, R. Hotfield & Co., Prop's.....	89	Dickinson, T. & E., Diamonds and Jewelry.....	170
Buffalo Steam Forge, Locomotive and Car Axles.....	217	Diebolt Bros., Groceries and Fruits.....	137
Borkhardt Bros., Real Estate.....	192	Diebolt, Chas. S., Boots, Shoes, and Rubbers.....	193
Burt, F. N., Printer.....	223	Dikeman, Geo. H., Manufacturers' Agent.....	206
Buxton, E. J., Florist.....	234	Dobinson, W. A., Hardware, etc.....	159
		Dochert, Louis, Presses, Moulds, Cutters, etc.....	195
CAMPBELL, JAMES A., General Insurance.....	131	Doetrel, J. F., Hosiery, Laces, etc.....	189
Carlton Hotel, The, Crowley & Smyth, Props.....	97	Doll, J. F. & Co., Cycles.....	170
Carroll, N. A., Liquors.....	135	Doll & Gerst, Real Estate and Ins.....	182
Cary Safe Co., The, Limited.....	118	Domedion, F. W., Real Estate and Ins.....	145
Caton Business College Co., The.....	105	Domedion, Andrew, Barber Supplies.....	184
Chamoeffin, R., Patent Attorney.....	177	Donaldson, O. G. & D. H., Stoves and Repairs.....	186
Chamot, C. P., Boots and Shoes.....	173	Dopp, H. Wm. & Son, Soap Makers' and Butchers' Machinery.....	106
Chandler, H., Engraver.....	215	Dorn, F. J., Jeweler.....	202
Chase, W. H., Pharmacist.....	231	Drake, J. R., Solicitor of Patents.....	137
Chicago Beef Depot.....	193	Drill, J. M., Coal, Iron, Lumber.....	105
Chubbuck, S. L., White Sewing Machines.....	143	Driscoll & Fletcher, Printers' Machinists.....	168
Citizens' Gas Company, The.....	214	Duncan, Elmer L., Real Estate and Ins.....	172
Citizens' Bank of Buffalo.....	91	Dunham, J. F., Groceries, Provisions, etc.....	192
Clarke, John T., Dr., Veterinary Hospital.....	87	Dunning & Stevens, Com. Salesmen in Cattle, Sheep and Hogs.....	197
Clark & Patridge, Prop's Queen City Planing Mill.....	232	Dwyer, Edward, Chemist and Druggist.....	164
Clement & Conover, Real Estate and Insurance.....	97		
Clinton Street Tea Store, The.....	234	EAST BUFFALO STOCK YARDS, L. B. Crocker, Mangr.....	118
Coatsworth & Eddy, Plumbers, etc.....	120	East Buffalo Live Stock Exchange.....	196
Cold Spring Meat Market.....	214	Eaton, Henry, Real Estate Agent and Broker.....	140
Colwell, H. S. & Co., Real Estate and Insurance.....	209	Eberhardt & Garnett, Merchant Tailors.....	214
Comet Cycle Co.....	145	Eby, P., Bonny and Pension Att'y.....	110
Commercial Oil Co., A. B. Clayson, Manager.....	130	Eckard, Mrs. & Son, Greenhouse.....	153
Conroy, Kate, Employment Agency and Boarding House.....	234	Eckhardt, Jacob, Coffee Roaster.....	224
Conschaffer, L., Undertaker and Embalmer.....	185	Eckhart, John, Real Estate and Insurance.....	228
Contractor's Plant Manuf'g Co, The.....	130	Eclipse Installment Goods.....	189
Cooper & Hallock, Horses.....	156	Edwards & Lee, Jewelers and Silversmiths.....	148
Cooper Paper Box Works.....	218	Ehrenreich, Anthony E., Hardware, Coal Oil, etc.....	170
Cornelius Broth's, Hardware, Paints, Copper, Tin, Plumbing, etc.....	217	Elchner's East Bakery.....	167
Cosack & Co., Lithographers.....	236	Eiss, Clark E., Real Estate and Ins.....	131
Coulson, Wm., Druggist.....	176	Elbertson Broth's, Break, Cake and Pies.....	162
Crandall, A. B. & Co., Horses and Mules.....	111	Elias, G. & Brothers, Timber & Lumber.....	201
Crandall House, The, A. B. Crandall, Prop.....	90, 216	Elsaecker, Adam, Art Store.....	157
Crescent Steam Laundry.....	205, 216	Elshemer, Geo., Sign Painter.....	153, 216
Crowley Bros., Undertakers and Embalmers.....	210	Emery, W. F. & Co., Shoes.....	176
Cunningham, P. R., Real Estate, Loans, and Insurance.....	124	Empire Brewing Co.....	156
Cutter, Wm. B., Real Estate, etc.....	98	Ende, L. F., Photographer.....	176
Cutting & DeLaney, Wood Workers.....	225	Englehardt, Geo., Wagons, Horseshoeing, etc.....	147
		English, Wm. M., Lumber.....	133
DANFORTH & CLARK, Steam Engineers.....	176	Equitable Life Assurance Society, The.....	231
Dannheimer, John, Bakery and Confectioner.....	166	Erbes, Philip, Wall Paper, Painter, etc.....	161
Davey, Marsden, Surveyor and Engineer.....	218	Eric Medical Co.....	126
Deakars, L., Painter and Decorator.....	184	Eric County Savings Bank.....	117
Dean, F. B., Stables.....	188	Exstein & Co., Men's Furnishing Goods.....	233
Debus, Aug., Groceries and Provisions.....	213		
De-Cen, F. M., Real Estate, Loans and Ins.....	130	FAIRBANKS & LANDES, Printers and Publishers.....	163
		Farmers' and Mechanics' Bank.....	99



Fairwell, H. D., Undertaker.....	134	Hall, Nathaniel, & Son, Insurance.....	134																																																																																																																																																																																																																				
Feldman, Geo., Undertaker.....	188	Hall, J. N., Groceries.....	148																																																																																																																																																																																																																				
Field, A. H., Hat and Bonnet Frames.....	156	Hamilton, John, Millinery and Fancy Goods, etc.....	129	Fiscus, Julius, Dry Goods, Notions, etc.....	178	Hammond, J. F., Sides Stable.....	211	Fischer, John L., Groceries and Provisions.....	189	Hansman, A., Groceries, Provisions, Wines, Liquors, etc.....	200	Fischer, P., Crockery, Glass, and Silverware.....	185	Hans, John, Boots and Shoes.....	175	Fisher & Korn, Carriages, Sleighs, etc.....	157	Hartwell, W. G., Real Estate.....	155	Fisher Bros. & Co., Props. of Genesee and City Malt Houses.....	212	Harvey Brothers, Flour and Grain.....	149	Fiske, F. W., Jr., Insurance.....	233	Hasselbach, A., Meats and Groceries.....	149	Fleming, Emmet, Lumber.....	210	Hauenstein, J., Grocer.....	156	Foell, Louis, Groceries and Provisions.....	200	Hauser's Great Cash Store, Teas, Spices, etc.....	181	Folinsbee, H. D., Real Estate Broker.....	106	Hawks Book Store, The.....	122	Forsyth, R., & Son, Boots, Shoes, and Rubbers.....	146	Haynes, Warren M., Groceries and Provisions.....	186	Fox Optical Co.....	158	Hazard, E. C., & Co., Wines, Liquors and Cigars.....	205	Friel, Conrad, Jr., Dry Goods, etc.....	230	Healy, P. & M., Millers' Agents.....	210	Fries & Co., Brass Founders.....	112	Hedge, Geo. F., & Son, Pianos.....	187	Fuchs Brothers, Wines and Groceries.....	217	Heinold & Rodebaugh, Shippers of Grain and Feed.....	171	Fueller & Ripley, Real Estate and Insurance.....	149	Heinrich, S. G., Tobacco and Cigars.....	150	GALL, J. H., Produce Commission Merchant.....	203	Heiser, Wm., Machinist.....	154	Gammel, Fred, Stoves, Ranges, etc.....	199	Heitmueller, Henry, Insurance Agent, and Coal and Wood.....	92	Gardner, Jas., Wholesale Grocer.....	210	Helbigel Bros., Sausage Mfrs.....	190	Gardner, David, Vienna Bakery.....	169	Hennings, Jr., Meats, Groceries, Provisions, Coal and Wood.....	185	Gardner, W. A., & Co., Real Estate.....	225	Heinrich, Wm., & Son, Contractors and Builders.....	209	Garono, Louis, Hardware and House Furnishing Goods.....	146	Hepp, John, Fresh, Salt and Smoked Meats.....	155	Gavin, Joseph E., Coal and Coke.....	147	Herbold, Julius J., Carriages, Wagons and Sleighs.....	179	Gay & Milson, Engineers' Supplies.....	151	Herbst, M., Tailor.....	184	Gebhard, A. F., Paper, Card Board, and Printers' Sup- plies.....	180	Herold, Edward, Meats.....	189	Gelz, Geo., Crackers, Ginger Snaps, etc.....	191	Herold, Geo., Meats.....	234	Gerking, Fred. W., Cigars.....	166	Herr, Charles, Stables.....	221	German-American Steam Laundry.....	100	Hertle, Chas. O., Jeweler.....	166	German-American Land Office.....	129	Hess & Nobles, Real Estate and Insurance.....	182	German Rock Asphalt and Cement Co.....	110	Hicks, Wm. H., Book and Job Printing.....	164	Genesee Planting Mill Co., The.....	186	Hinckley, M. G., Grocer.....	164	Genesee Street Auction House.....	188	Hoff, W. B., Pharmacist.....	210	Gentsch, B. F., & Sons, Mustards and Pickles.....	191	Hoffman, John, Baker.....	175	Giesel, Wm., Harness, Trunks, etc.....	178	Hoffman, Geo., Meats.....	209	Glauber & Hunkemoller, Grocers.....	158	Hoffman, Val., Oysters and Clams.....	141	Globe Tea Co., The, Braun & Weisz, Props.....	207	Hoffmans, Geo. F., Groceries, etc.....	234	Goodyear, F. H., & C. W., Lumber, Coal, and Iron.....	98	Hollen's Steam Laundry.....	182	Goodyear Rubber Co.....	117	Hood Bros., Confectioners.....	146	Gorges, Wm. P., Undertaker.....	104	Horn, Frank, Grocer.....	234	Graham, Bailey & Co., Mfrs. Graham Pipe Wrenches.....	129	Hosmer, Eli T., Pharmacist.....	157	Grading, Jacob, Provisions, Teas, Coffees, etc.....	141	Hotel Broedel, B. L. Sheldon & Son, Props.....	108	Grand Trunk Railway of Canada.....	227	House, G., Organs.....	175	Graves, S. L., & Co., Paper Hangings, Mouldings, etc.....	123	Howley, E. A., Boots, Shoes and Rubbers.....	233	Great Western Fire Clay Co.....	209	Hucker, H. V., Insurance.....	221	Griffin, John W., Sanitary Engineer and Gas Fitter.....	195	Hulb, James D., Saddlery, Hardware.....	198	Grist & Walkinshaw, Real Estate and Insurance.....	90	Hulbaid, A. G., Pharmacist.....	127	Grover, R. B., & Co., Fine Shoes.....	156	Hull & Sweeney, Lumber.....	227	Guske, Morris, Tailor.....	181	Hume & Sanford, Real Estate and Insurance Agents.....	169	HABERSTRO, J. F., Real Estate and Insurance.....	131	Hume & Choate, Real Estate.....	177	Hack, G., Boots and Shoes.....	223	Humphrey, Richard, Coal, Wood, Flour, Feed, etc.....	208	Hachner, A., Engravings, Picture Frames, etc.....	158	Hunt, L., & Son, Vessel Brokerage and Marine Insur- ance.....	180	Hainz, P., Millinery.....	172	Hurley, Daniel, Real Estate.....	231	Hall, E. F., & Co., Photographers.....	219	Hurley & Sygall, Plumbers and Steam Fitters.....	207			Huster, B., Flour, Feed and Groceries, etc.....	204
Fiscus, Julius, Dry Goods, Notions, etc.....	178	Hammond, J. F., Sides Stable.....	211	Fischer, John L., Groceries and Provisions.....	189	Hansman, A., Groceries, Provisions, Wines, Liquors, etc.....	200	Fischer, P., Crockery, Glass, and Silverware.....	185	Hans, John, Boots and Shoes.....	175	Fisher & Korn, Carriages, Sleighs, etc.....	157	Hartwell, W. G., Real Estate.....	155	Fisher Bros. & Co., Props. of Genesee and City Malt Houses.....	212	Harvey Brothers, Flour and Grain.....	149	Fiske, F. W., Jr., Insurance.....	233	Hasselbach, A., Meats and Groceries.....	149	Fleming, Emmet, Lumber.....	210	Hauenstein, J., Grocer.....	156	Foell, Louis, Groceries and Provisions.....	200	Hauser's Great Cash Store, Teas, Spices, etc.....	181	Folinsbee, H. D., Real Estate Broker.....	106	Hawks Book Store, The.....	122	Forsyth, R., & Son, Boots, Shoes, and Rubbers.....	146	Haynes, Warren M., Groceries and Provisions.....	186	Fox Optical Co.....	158	Hazard, E. C., & Co., Wines, Liquors and Cigars.....	205	Friel, Conrad, Jr., Dry Goods, etc.....	230	Healy, P. & M., Millers' Agents.....	210	Fries & Co., Brass Founders.....	112	Hedge, Geo. F., & Son, Pianos.....	187	Fuchs Brothers, Wines and Groceries.....	217	Heinold & Rodebaugh, Shippers of Grain and Feed.....	171	Fueller & Ripley, Real Estate and Insurance.....	149	Heinrich, S. G., Tobacco and Cigars.....	150	GALL, J. H., Produce Commission Merchant.....	203	Heiser, Wm., Machinist.....	154	Gammel, Fred, Stoves, Ranges, etc.....	199	Heitmueller, Henry, Insurance Agent, and Coal and Wood.....	92	Gardner, Jas., Wholesale Grocer.....	210	Helbigel Bros., Sausage Mfrs.....	190	Gardner, David, Vienna Bakery.....	169	Hennings, Jr., Meats, Groceries, Provisions, Coal and Wood.....	185	Gardner, W. A., & Co., Real Estate.....	225	Heinrich, Wm., & Son, Contractors and Builders.....	209	Garono, Louis, Hardware and House Furnishing Goods.....	146	Hepp, John, Fresh, Salt and Smoked Meats.....	155	Gavin, Joseph E., Coal and Coke.....	147	Herbold, Julius J., Carriages, Wagons and Sleighs.....	179	Gay & Milson, Engineers' Supplies.....	151	Herbst, M., Tailor.....	184	Gebhard, A. F., Paper, Card Board, and Printers' Sup- plies.....	180	Herold, Edward, Meats.....	189	Gelz, Geo., Crackers, Ginger Snaps, etc.....	191	Herold, Geo., Meats.....	234	Gerking, Fred. W., Cigars.....	166	Herr, Charles, Stables.....	221	German-American Steam Laundry.....	100	Hertle, Chas. O., Jeweler.....	166	German-American Land Office.....	129	Hess & Nobles, Real Estate and Insurance.....	182	German Rock Asphalt and Cement Co.....	110	Hicks, Wm. H., Book and Job Printing.....	164	Genesee Planting Mill Co., The.....	186	Hinckley, M. G., Grocer.....	164	Genesee Street Auction House.....	188	Hoff, W. B., Pharmacist.....	210	Gentsch, B. F., & Sons, Mustards and Pickles.....	191	Hoffman, John, Baker.....	175	Giesel, Wm., Harness, Trunks, etc.....	178	Hoffman, Geo., Meats.....	209	Glauber & Hunkemoller, Grocers.....	158	Hoffman, Val., Oysters and Clams.....	141	Globe Tea Co., The, Braun & Weisz, Props.....	207	Hoffmans, Geo. F., Groceries, etc.....	234	Goodyear, F. H., & C. W., Lumber, Coal, and Iron.....	98	Hollen's Steam Laundry.....	182	Goodyear Rubber Co.....	117	Hood Bros., Confectioners.....	146	Gorges, Wm. P., Undertaker.....	104	Horn, Frank, Grocer.....	234	Graham, Bailey & Co., Mfrs. Graham Pipe Wrenches.....	129	Hosmer, Eli T., Pharmacist.....	157	Grading, Jacob, Provisions, Teas, Coffees, etc.....	141	Hotel Broedel, B. L. Sheldon & Son, Props.....	108	Grand Trunk Railway of Canada.....	227	House, G., Organs.....	175	Graves, S. L., & Co., Paper Hangings, Mouldings, etc.....	123	Howley, E. A., Boots, Shoes and Rubbers.....	233	Great Western Fire Clay Co.....	209	Hucker, H. V., Insurance.....	221	Griffin, John W., Sanitary Engineer and Gas Fitter.....	195	Hulb, James D., Saddlery, Hardware.....	198	Grist & Walkinshaw, Real Estate and Insurance.....	90	Hulbaid, A. G., Pharmacist.....	127	Grover, R. B., & Co., Fine Shoes.....	156	Hull & Sweeney, Lumber.....	227	Guske, Morris, Tailor.....	181	Hume & Sanford, Real Estate and Insurance Agents.....	169	HABERSTRO, J. F., Real Estate and Insurance.....	131	Hume & Choate, Real Estate.....	177	Hack, G., Boots and Shoes.....	223	Humphrey, Richard, Coal, Wood, Flour, Feed, etc.....	208	Hachner, A., Engravings, Picture Frames, etc.....	158	Hunt, L., & Son, Vessel Brokerage and Marine Insur- ance.....	180	Hainz, P., Millinery.....	172	Hurley, Daniel, Real Estate.....	231	Hall, E. F., & Co., Photographers.....	219	Hurley & Sygall, Plumbers and Steam Fitters.....	207			Huster, B., Flour, Feed and Groceries, etc.....	204				
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Hainz, P., Millinery.....	172	Hurley, Daniel, Real Estate.....	231	Hall, E. F., & Co., Photographers.....	219	Hurley & Sygall, Plumbers and Steam Fitters.....	207			Huster, B., Flour, Feed and Groceries, etc.....	204																																																																																																																																																																																																												
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		Huster, B., Flour, Feed and Groceries, etc.....	204																																																																																																																																																																																																																				

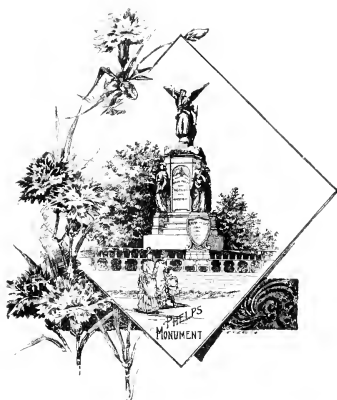
ILLIG, F. J., Copper, Tin and Sheet Iron.....	136	Lee, Martin, & Co., Jewelers.....	131
International Copying Co.....	167	Leible, Geo. J., Fine Shoes.....	184
International Horse Exchange (The), Brown & Smith, Props.....	230	Leo, M., & George L. Ritt, Real Estate and Insurance.....	140
Irish, George, Paper Dealer.....	135	Lexington Pharmacy.....	232
Irish & English Furniture, Carpets and Bedding.....	108	Line's New Shoe Store, J. S. Benson, Manager.....	229
Iroquois Pharmacy.....	225	Lippett & Elmisle, Crayons, Portraits, etc.....	120
Isham, J. H., Jeweler, and Bicycles.....	233	Litho-Engraving Co. (The).....	147
JAMES, H. H., Diamond and Watch Specialist.....	108	Little, H. H., Architect.....	132
Janke, Henry, Merchant Tailor.....	207	Little, Dr. E., Chemist and Druggist.....	171
Jewett, J. H., Shoes.....	228	Little, McDonald, & Co., Contracting and Consulting Electrical Engineers, etc.....	94
Jocoy, J. D., Groceries, Feed, Hay, Straw, etc.....	107	Lockie Bros., Pharmacists.....	215
Johnson, T. M., Pharmacist.....	224	Lockwood & Ough, Stationers.....	138
Johnson, W. H., & Co., Paper Hangings.....	215	Loebig, Michael, & Son, Stoves, Tinware, etc.....	200
Johnson & Wilkens, Undertakers.....	233	Loewer & Sieber, Lock Manfrs. and Bell Hangers.....	229
Jones, F. P., & Co., Electrical Supplies, etc.....	215	Loh, F. C., Fresh and Salt Meats.....	142
Jones, W. D., Flour, Feed, Grain, Hay, etc.....	194	Loton, J., Cabinet and Upholsterer.....	175
Juengling, F. W., Notions, Stationery, Cigars, etc.....	190	Long, T. J., & Co., Hay, Straw, Oats, Feed, etc.....	205
KAISER, F. H., Millinery.....	222	Looney, J. M., Lawyer.....	187
Kamman, C. H., & H. A., Meats and Lards.....	191	Lovell Manuf. Co., W. H. Markham, Manager.....	158
Kellner, Frank, Baker and Confectioner.....	166	Lutz, J., Groceries and Provisions.....	233
Kelly, E. Henri, Science, Art, etc.....	151	Lutz, George J., Window Shades, Wall Paper, etc.....	193
Kempff, August, Groceries, Provisions, Flour, etc.....	202	Lux, J. L., & Co., Hatters and Furnishers.....	211
Kerr, Lewis, & Co., Grain and Live Stock Brokers.....	206	MACHWIRTH BROS., Galvanized Iron, Tin and Slate Roofs, etc.....	92
Kibler, Charles, Groceries.....	214	Mahaney, D., & Son, Grocers.....	218
Kieckheaf, Otto, Cigars, etc.....	180	Mahoney, T. J., Real Estate and Insurance.....	143
King Spring Co. (The), Springs & Gears.....	219	Manhardt, F. P., Printing, Binding, etc.....	175
King, B. H., & Son, Jewelers.....	158	Manufacturers' and Traders' Bank.....	95
King, J., Carriage Manfr.....	231	Marine Bank of Buffalo.....	98
Kingston, Thomas, Coal, Wood, Hay, Oats, etc.....	163	Martin, J., Park Stables.....	100
Kingston, E. A., Pharmacist.....	190	Mason, Mme. E. M., Millinery.....	157
Kinne, V. P., Men's Outfitter.....	118	Massachusetts Mutual Life Insurance Co. (The).....	109
Kinney, Jereh, Diamonds, Watches, etc.....	230	Mayer, Chas., Milk Dealer and Stock Farm.....	181
Kirchmeyer, L. P., Trunks and Travelling Goods.....	158	McArthur & Co., Niagara Pharmacy.....	167
Kirst, Frank A., Tailor.....	190	McCann, Robt., Auctioneer, Real Estate Agent.....	220
Klaus & Bork, Planing Mill and Lumber Yard.....	215	McCray, Dr. G. W., Druggist and Chemist.....	125
Klein, E., & Co., Dry Goods, Cloaks, Shawls.....	225	McQue, Edward J., Groceries.....	171
Klinck, C., Pork Packer, and Dressed Beef.....	126	McGrath & Bisgood, Spring Beds, Mattresses, etc.....	204
Knobloch, Phil., Boots, Shoes, Dry Goods, etc.....	165	McKeown, Thos., Coal and Wood.....	212
Knox, S. H., 5 and 10 cent Goods, etc.....	157	McKinnon Dash and Hardware Co.....	204
Kobler, A., Boots and Shoes.....	231	McLaughlin, J. T., Real Estate.....	98
Koehler, Joseph, Baker and Confectioner.....	165	McLean Brothers, Dry Goods, etc.....	139
Kraft, Henry, Copper, Tin, Cutlery, etc.....	181	McMichael, H. R., D. D. S.....	157
Kraft, F. J., Undertaker.....	152	McNaughton & Bapst, Contractors.....	169
Kranichfeld & Brenner, Plumbers, etc.....	95	McNeil & Kurtz, Lumber, Coal and Iron.....	173
Krehl, C. J., Dry Goods, Notions, etc.....	156	McNeil, Henry, Coal and Wood.....	234
Kreinbieder & Plierl, Builders and Contractors.....	115	McNiven, W. R., Broker in Grain, Provisions, etc.....	213
Krull, L. A., Musical Instruments.....	213	Meadville, Pa., Distilling Co.....	187
Kurtz, Gus E., Importing Tailor.....	112	Melville, John, Manfr. of Harness.....	133
LAKE ERIE BOILER WORKS.....	193	Menge, F. A., Roofing, Stoves, and Tinware.....	220
Lake & Co., House Furnishers.....	179	Merritt, Jas. M., Wines and Liquors.....	201
Lake Shore and Michigan Southern Railroad.....	113	Mertens, J. H., Boots, Shoes, Rubbers.....	185
Lamy, Chas., Groceries.....	233	Mesmer, Jacob, Tin, Copper and Sheet Iron.....	165
Lang's Gerhard Park Brewery.....	120	Mesmer, John, Boarding and Livery Stables.....	174
Langner, John D., & Bro., Groceries, Feed, Hay, etc.....	121	Messersmith, H., Carpets and House-furnishing Goods.....	107
Lathrop, G. A., Laundry Supply Depot.....	210	Metzgar, D. Edward, Architect.....	154
Lederer, F. J., Printing and Embossing.....	116	Metzger, Jacob, Merchant Tailor.....	202
Lee, Holland & Co., Manfrs. of Doors, Sash, Mould- ings, etc.....	197	Metropolitan Life Insurance Co.....	99
		McNhot, E., Feather Dyer and Dresser.....	229

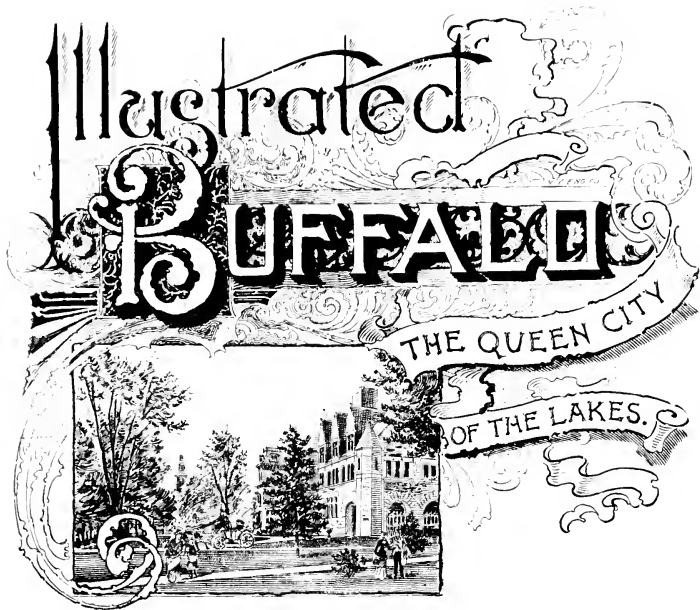
# GENERAL INDEX.

Meyer, G. R., Boots, Shoes, and Rubbers, .....	223	Paul, A. W., Real Estate, .....	133
Miller, C., Hats, Caps, etc., .....	175	Paul, Emil G., Architect and Supr., .....	161
Miller, J. A., Pharmacist, .....	159	Pauly, Jacob, Coal and Wood, .....	198
Miller, J. A., Carriages, etc., .....	229	Penfold, C. C., Jewelry, Badges, etc., .....	225
Mills, Dr., Store of Rational Medicines, .....	208	Peoples' Mutual Live Stock Insurance Co. (The), .....	168
Mitchell, Mark, Groceries and Provisions, .....	170	Peoples' Bank (The), .....	97
Modler House, Robt. Modler, Prop., .....	99	Perry & Stevens, Interior Decorators, etc., .....	185
Moeller's, C. Son, Groceries and Provisions, .....	176	Pfeffer Bros., Children Carriages, Picture Frames, etc., .....	191
Moerschfelder, N., Barbers' Supplies and Outfry, .....	170	Pfeiffer & Windsor Bros., Commission Dealers in Live Stock, .....	119
Montgomery, H. M., Wall Paper and Window Shades, .....	177	Phillips, P. H., & Co., Dry Goods, etc., .....	165
Mooney, Jos., & Bro., Real Estate and Insurance, .....	214	Pieckman, S., Jr., Florist, .....	232
Moore, W., Bowen, Pension and Claim Att'y., .....	168	Pierson, F. F., Pipe and Fittings, etc., .....	208
Moore, J. S., Insurance Agent, .....	107	Pleuthner, Adam, Watches, Clocks, etc., .....	173
Moore & Hubbard Drug Co., .....	144	Plumb, Burdick & Barnard, Nuts and Bolts, .....	126
Moore, G. E., Hatter and Furrier, .....	160	Pollard, A. C., Flour, Feed, Hay, etc., .....	231
Morley & Catlin, Enamelled Letters, etc., .....	234	Pollack, Jos. M., Jeweller, .....	162
Mossman, J. A., Commercial Agent Wabash Rail- road Co., .....	230	Potter, W. W., Stencil Cutter and Rubber Stamp Mamfr., .....	231
Mueller, Peter J., Fresh and Salt Meats, .....	162	Pratt, Geo. L., Broker, .....	161
Music Hall Restaurant, .....	118	Pratt & Co., Grain Merchants, .....	187
Mutual Life Insurance Co. of New York (The), .....	169	Prentice, W. H., House-Furnishing, .....	228
NATIONAL CASH REGISTER, Chas. M. Proctor, Agent, .....	191	Pridmore, Howard, Confectioner, .....	184
Nassoy Bros., Livery and Boarding Stables, .....	166	Progress in Art, .....	164
Nason & Hay, Wood, Slate and Tile Mantels, etc., .....	116	Propster, M. J., Harness and Horse-Furnishings, .....	183
Nen, Henry, Hats, Caps, etc., .....	193	Prussmann, H., Watchmaker and Jeweler, .....	222
Newell, Edward, Domestic Sewing Machines, .....	204	QUEEN CITY SUEAM LAUNDRY, .....	150
Newhall, D. E., Grain Commission, .....	135	Queen City Rag Co., .....	160
Newman, George E., China, Glass, Crockery, .....	112	Queen City Cleaning and Dyeing Establishment, .....	142
New York Central & Hudson River Railroad, .....	111	Queen City Stencil and Stamp Works, .....	152
New York, Lake Erie and Western Railroad, .....	85	Queen City Hide House, .....	178
New Live Stock Exchange, East Buffalo, .....	136	Queen City Wire Works, .....	123
Niagara Hotel, H. F. Roesser, Manager, .....	128	Queen City Shirt Co., .....	113
Niagara Tannery, G. E. Zeller & Sons, Props., .....	100	RANSOM & McDOWELL, Commission Merchants, Cattle, Sheep, and Hogs, .....	220
Niekils & Jones, Importing Tailors, .....	177	Rauch, A. C., Paper Hangings, Shades, etc., .....	190
Noeller, Louis, Furniture, .....	170	Rayner, A. J., Hats, Caps and Furs, .....	124
Nolan, M. R., Beef, Mutton, etc., .....	152	Rea & Powell, Commission Merchants, .....	150
North Buffalo Shingle Factory, .....	229	Read, O. C., Investment Securities, .....	191
North & Vedder, Insurance, .....	132	Read, Alex., Lumber, .....	214
Nurse, F. P., Diamonds, Watches and Silverware, .....	92	Reel, M. A., Building Materials, .....	205
OAKS, J. A., Caterer, .....	207	Reichell & Scheemman, Pattern Makers, .....	170
Oatman, Leroy S. & Co., Produce and Commission, .....	112	Reichert, L. P., Hardware, Stoves, etc., .....	169
O'Brian & Sons, Merchant Tailors, .....	165	Rehmann, Geo., Druggist, .....	205
O'Brien, John, Real Estate and Insurance, .....	160	Rehmann, Jacob, Builder and Contractor, .....	168
O'Brien, T. J., Commission, .....	194	Renwick, R. C., Plumber and Gas Fitter, .....	222
O'Brien, W. S., Apothecary, .....	172	Reppenhagen, Martin, Groceries, etc., .....	221
Olsch, A. J., Law and Real Estate, .....	138	Retel, Dr. M., Pharmacist, .....	192
O'Rourke, T., Books, etc., .....	223	Rice, F. H., Wagons and Sleighs, .....	167
Oris, H. H., Bookseller and Stationer, .....	230	Rice, Edward R., Rubber Boots and Shoes, .....	144
Otto, John, & Son, Real Estate, etc., .....	160	Ricker, Geo. A., Civil Engineer, .....	228
Oxens & Peck, Caterers and Confectioners, .....	219	Riebel, A., Wall Paper, .....	155
PALACE MEAT MARKET, .....	133	Rieman, F. J., & L. F., Jr., Wagons, Carriages, etc., .....	205
Palace Stable, W. J. Hovey, Prop., .....	110	Rieman Bros., Stoves, Hardware, etc., .....	200
Palen & Read, Groceries and Meats, .....	161	Riesinger, Adam, Groceries, Provisions, .....	222
Palmer's The Photograph Gallery, .....	213	Ripper The Clothier, Hatter and Furnisher, .....	195
Parade House, The, Schwabl Bros., Props., .....	211	Robinson & Dick, Confectioners, .....	163
Pardee, J. H., Manager International Collection Co., .....	176	Roch, E. A., Painter and Decorator, .....	207
Patterson & McWatty, Millinery, .....	118	Rodney, Frank W., Funeral Director, .....	182
Patton Bros., Grain Shippers, .....	190		

Rodney, Jay P., Furnishing Undertaker.....	182	Smith, G. W., Lumber Co.....	119
Roedtko Bros., Coal and Wood.....	223	Smith, Wm. F., Coal, Wood, Flour, Feed, etc.....	179
Roelmer, A. J., Real Estate.....	219	Soergel, J. G., Meats.....	197
Rogers, S. C. & Co., Manufs. of Book Binders' Machinery, Saw Files and Gummers.....	93	Spinn & Chandler, Grain and Commission Merchants.....	110
Romer, A. E., Druggist and Apothecary.....	185	Spaven, Thomas, & Geo., Commission Merchants.....	144
Root, Francis, Mfr. of John Root's Bitters.....	157	Speyer, T. & Co., Undertakers and Embalmers.....	197
Rose, W. W., Merchandise Broker.....	145	Spitzmiller & Sons, Hardware.....	194
Ross, J. H., Cement, Plaster, etc.....	210	Springfels Manuf. Co. (The), Plush and Morocco Cases, Jewellers' Trays, etc.....	136
Rosendale, J. W., Beef, Mutton, Pork.....	218	Sroka, A. W., Tailor.....	159
Roth, Edward C. & Co., Fire Insurance.....	168	Stacey, Benent, Donaldson & Sedwick, Commission Salesmen of Cattle, Hogs, and Sheep.....	119
Rother, J. C., Artist.....	233	Stademan & Fox, Pianos.....	136
Rueling, Henry, Contractor and Builder.....	91	Staley, T. B., Fine Shoes.....	140
Ruge, E. W. & Co., Boots, Shoes, and Rubbers.....	183	Standard Oyster Co.....	152
Ruppersberg, C. P., Fancy Furs.....	232	Standard Cycle Co.....	140
Rushbridge, C., Plating, Galvanizing, etc.....	222	Standard Truck Co.....	162
Russell & Watson, Copper, Tin, Sheet Iron, etc.....	180	Standard Life and Accident Insurance Co. (The), of Detroit, Mich.....	127
Rydstrom, Oscar, Pharmacist.....	129	Standart, J. C. & Son, Pharmacists.....	208
Rykert, C. W., Photographer.....	204	Stark & Nolen, Tents, Awnings, etc.....	144
SANNEN, A. J., Grocer.....	200	Star Oil Company.....	151
Scatherd & Son, Wood and Lumber.....	130	Stauch, J. A., Stock Broker.....	160
Schack, Wey, Bicycles.....	221	Steger, Alois, Tailor.....	127
Schaefer & Bro., Malsters.....	206	Steinmann & Weinheimer, Plumbing and Gas Fitting.....	195
Schaeuroth & Wohlers, Boots and Shoes.....	156	Steinhausner, Simon, Groceries and Provisions, etc.....	197
Scheikenberger, J., Grocer.....	222	Stetter, John, Grocer.....	200
Schell, C. F., Stoves, Ranges, etc.....	194	Stickney, D. J., Coal.....	222
Schen, Wm., Flour, Feed, Corn, etc.....	178	Stock Exchange Hotel.....	159
Scherbarth, Chas., Sample and Pool Room.....	150	Story & Fox Show Card and Label Printing Co., General Finishers to the Lithographing and Printing Trade, etc.....	86
Scherer, S. J., Photographer.....	230	Strum, C., Brass Founder.....	142
Schirra, C. & Son, Merchant Tailors.....	103	Stryker, M. L., Groceries and Meats.....	164
Schilling, Theo., Hats, Caps, and Furnishing Goods.....	183	Sturm, Fred J., Jr., Meats.....	202
Schmidt, Henry, Carriages, Wagons, etc.....	161	Stumm, Jacob, Trunks and Traveling Bags.....	163
Schneider, M., Doors, Sash, Blinds, Moulding, etc.....	233	Sullivan, Timothy, & Co., Lumber.....	227
Schneider, James, Merchant Tailor.....	167	Sutton, Geo., Book and Job Printer.....	102
Schwinn, F. R., Umbrellas, Parasols, etc.....	222	Swope, Hughes, Waltz & Benstead, Commission Salesmen, Cattle, Hogs, and Sheep.....	212
Schoell, A. & Bros., Fancy and Staple Groceries.....	89	TAFT, O. A., Photo-Artist.....	199
Seitz, Chas., Groceries, Wines, Liquors.....	103	Talbot, Thos. L., Chemist and Druggist.....	167
Seitz, Valentine, Boots and Shoes.....	92	Thebaud, C. A. & Son, Livery and Boarding Stable.....	153
Siamp, G. W., Patterns and Models.....	220	Thing, S. B. & Co., Boots Shoes, and Rubbers.....	226
Shanley, T. A., Insurance.....	223	Thomas, J. H., Boots and Shoes.....	165
Shaw, J., Beef, Sheep and Calves.....	230	Thomas & Walker, Real Estate.....	120
Shepard, Sidney, & Co., Props of Buffalo Stamping Works.....	107	Thompson, E. H., Watches, Clocks, etc.....	152
Sheriff, Geo., Meats, etc.....	234	Thorne & Angell, Real Estate.....	160
Shipman, C. D., Shoes.....	188	Thulman, J. A., Printing.....	231
Shufeldt Bros., Flavoring Extracts.....	154	Tift, G. W., Sons, & Co., Engines, Boilers, etc.....	127
Sickles, Geo. H., Jr., Real Estate and Loaning.....	173	Tift House.....	226
Sikes Chair Co., Manuf. of Chairs.....	199	Tilma, John, Pharmacist.....	198
Sikes, F. G. & G. R., Engineers and Surveyors.....	173	Tilden, J. H., Builder and Contractor.....	211
Slocum & Manning, Agents Fidelity and Casualty Co.....	134	Tindle, Thos. & Co., Cooperage Stock.....	146
Slocum, W. H., Law Stenographer.....	128	Tiphaine, V. L., Wines and Cigars.....	135
Smith's Drug Store.....	184	Towns, H. A., Coal and Wood.....	198
Smith, C. C., Jeweler.....	234	Trautman, G. E., Meats.....	208
Smith, C. C., Portraits.....	224	Tucker, H. C. & Co., Bankers.....	153
Smith, Harry, Hats, Caps and Furs.....	229	Tucker & Butts, Photographers' Supplies.....	141
Smith, H. J., Groceries and Fruits, etc.....	163	Turner, Chas. M., Boarding, Livery and Sale Stable.....	166
Smith, H. F., Coal and Wood.....	226		
Smith, Henry E. & Co., Shippers of Coal.....	110		
Smith, John D., Carton Furnace, Chandeliers, etc.....	103		
Smith, John E. & Sons, Patentees and Manufacturers.....	174		

ULLENBACH, J. H., Scientific Optician.....	138	White, Wm. J., Engineer and Surveyor.....	171
Union Brewery.....	87	White, E. R., Card, Engraving, Printing and Wood- ing Invitations.....	235
Union Land Exchange (The).....	88	White & Fish, Real Estate and Loan Brokers.....	140
Upper & Donovan, Coal and Wood.....	226	White, H. G., House, Sign and Fresco Painter.....	138
Urban & Co., Props. of Urban Rolling Mill, etc.....	96	Whittet, Barrett & Co., Engineers, Supplies.....	228
Utley, C. H., Pianos.....	131	Wittman, Jr., Casper, Real Estate.....	135
VANDENVOVER, E., Plate and Window Glass.....	224	Wieder, P. E., Copper, Tin, Glass, etc.....	159
Vanderscher Bros., Stables.....	204	Wieman, Andrew, Hats, Caps, Furs, Umbrellas, etc.....	198
Vanderbergh, F. P., Chemist.....	144	Wightman, Geo. D., Designer and Engraver.....	171
Victor Manuf. Co., Engineers, Millwrights, etc.....	90	Wiggins, Dr. D. B., Specialist.....	134
Voss Wm. C., Prop., Voss House.....	171	Wile Bros. & Co., Wholesale Clothiers.....	111
WAGNER, MATE, Cigars, Tobacco, Snuff, etc.....	141	Williams & Peters, Coal.....	149
Walbridge & Co., Hardware.....	103	Willganz, Wm., Groceries.....	207
Walker, W. H., & Co., Boots and Shoes.....	211	Williams, C. E., Contractor.....	164
Walker & Thomas, Real Estate and Insurance.....	132	Wilhelm & Bonner, Patent Solicitors.....	145
Walkam, Dohn & Fisher, Planing Mill and Lumber.....	213	Winkelman, H. E., Tin and Sheet Iron.....	151
Walsh Bros., Liquor Dealers.....	199	Winship, Howard, Real Estate and Insurance.....	147
Walsh, Patrick, Groceries, Provisions, etc.....	212	Winter, Anthony, Merchant Tailor.....	147
Wannop, John, Plumber.....	148	Witte, Adolf, Boots, Shoes and Rubbers.....	208
Ward, J. A., Paper Boxes.....	163	Witte, Phil. C., Boots, Shoes and Rubbers.....	200
Ward, Charles F., Architect and Superintendent.....	112	Wolf, J. J., & Co., Hardware, Cutlery and Lamps.....	109
Warner, A. L., Real Estate and Insurance.....	133	Wolf, A. J., Coal, Wood, Flour, Grain, etc.....	122
Washington Life Insurance Co. (The), of New York.....	206	Wolfsohn, J., & Son, Printers.....	221
Watson, B. F., & Co., Real Estate Brokers.....	137	Wright, A. J., & Co., Stocks, Bonds and Grain.....	95
Watson, Wm. U., Jeweler.....	133	Wright, W. H., Printing.....	148
Waters & Seymour, Commission Merchants.....	168	Wurtz & Schmahd, Elevator Buckets.....	178
Webb, M. J., Wagons & Carriages.....	174	Wycoff, Samuels & Benedict, Typewriters.....	181
Weed & Co., General Hardware.....	100	YOUNG, PETER, Hats, Caps, etc.....	162
Weeks' Scale Works.....	151	Youngmann, Geo. H., Boots, Hats, etc.....	200
Wegener, E. W., Groceries and Provisions.....	104	ZEIGEL, HENRY W., Real Estate.....	138
Wendling & Knodel, General Insurance.....	129	Zeller, Geo. E., Real Estate and Insurance.....	194
Weppner, A. Frank, Pork Packer and Dealer.....	151	Zenner, John P., Notary Public and Insurance.....	155
Wheats' Ice Cream Co., W. S. Wheat, Prop.....	177	Zesch, E., Grocer.....	198
Wheeler & Wilson Manuf. Co., Sewing Machines.....	188	Zimmer & Robe, Commission Merchants, Cattle, Hogs and Sheep.....	128
Wheelock, C. J.....		Zirnheld Bros., Groceries, Provisions, etc.....	205
White, J. J., Commission Merchant.....	109		
White, A., Jeweler.....	162		





## CHAPTER I.

Yonder the Lake, with heaven upon its breast,  
Sleeps at the open portals of the West;  
And the strong River, like a god in wrath,  
Leaps from the calm upon his fateful path

*David Gray.*

JOHN PALMER'S LOG TAVERN.—THE DUKE DE ROCHEFOUCAULD-LIANCOURT VISITS THE SETTLEMENT OF BUFFALO CREEK—AN ENGLISH BARONET MARRIES AN INDIAN SQUAW—CORNELIUS WINNEY, THE FIRST MERCHANT, AND HIS PARTNER, A CAPTAIN OF THE BRITISH ARMY—THE DUKE SLEEPS ON THE TAVERN FLOOR AND DREAMS OF THE BOLD LA SALLE AND FATHER HENNEPIN—THE BUILDING OF "THE GRIFFON," THE FIRST VESSEL TO SAIL THE LAKES—THE DUKE, ASLEEP, STEALS A PEEP THROUGH THE CURTAIN OF A CENTURY, AND SEES BUFFALO IN 1890.

"*Mon Dieu!* No rum, no milk, no candles, no bed!"

Poor hospitality Buffalo had to offer at Palmer's Tavern in 1795. No wonder he swore, for the first night that his grace the Duke de Rochefoucauld-Liancourt and his valet stopped in Buffalo, hungry and tired, they had to sleep on the floor in their clothes. And it was a poor compliment to John Palmer and his new hemlock floor that the French traveller wrote in his journal, "We slept as soundly as we had done in the woods."

But there were a few neighbors, and I wonder why John didn't try to borrow milk and rum and candles from them. There was Cornelius Winney, the first pure white man to build in the settlement at Buffalo Creek.

His store was in a log building on the north bank of Little Buffalo Creek, near the corner of what is now Washington and Quay streets. The tavern was a two-story log house which would to-day, if resurrected, come up through the pavement of The Terrace a few rods west of Main Street, opposite Exchange Street. Then there was Asa Ransom, who could look from the window of his log house—west of the tavern beyond the corner of Pearl Street and the Terrace, as we now know the spot—out over Lake Erie and the Niagara River. Or John could have gone to Michael Middaugh, a Mohawk River Dutchman, or to Ezekiel Lane, his son-in-law, who had built a double log house upon land belonging to William Johnson, a little east of Washington and north of Exchange Street, as those thoroughfares now lie.

The only other neighbor I know of was Johnson, the half-breed son of Sir William Johnson. Sir William had come out to command the Indian contingent of the British army in the French War, and had married Molly, the sister of Capt. Joseph Brant.

But though young Johnson's mother was a full-blooded Mohawk, and sister to the terrible "Thay-en-dengea," William was the son and legal heir of a British baronet. Buffalo "society" of that period winked at the fact that Sir William did not marry Molly until the latter part of her life with him, when they lived in their hospitable home in the Mohawk Valley, between the sites of Rome and Schenectady.

But their son, as I said, was heir to a baronetcy, and as he had, a few years before the date of the French duke's visit, obtained from the Indians a conveyance to himself of all the lands at the mouth of Buffalo Creek, he was considerable of a nabob in the settlement. He owned nearly all the land now occupied by the city of Buffalo; therefore he wasn't quite the man for John Palmer to go to to borrow rum, candles, or milk. William Johnson's house was the finest in the settlement, for it was half frame.

So his grace the Duke de Rochefortcauld-Liancourt ate "a very indifferent supper," as he wrote in his journal, and went to sleep on the floor. But he dreamed. It was nothing to him that Prussia and Spain had signed the peace-treaty with the new French Republic at Basle, that the catalogue of victories of the French arms was hung up in the Convention hall; that there was famine that day in France among the lower classes; that Napoleon had quelled the insurrection of Vendémiaire, or that the terrible yellow-fever plague was then sweeping along the Atlantic coast states of America.

No, he cared not for things at home, nor of events in the new American republic. He slept too soundly for that.

The duke had, I suppose, read the journals of La Salle and Father Hennepin, written in his own native French one hundred and sixteen years before, for he dreamed that night that he was with that old Franciscan friar, sailing up Lake Erie in "The Griffon." He heard the bold explorers tell how, at the mouth of Cayuga Creek, more than half way down to the great cataract, during all the previous hard winter, they and their nearly two score of followers had worked and built a dock; how two Mohegan Indians made bark houses for them, and a bark chapel, where the good Father Hennepin (who carried his altar thither on his back) preached and read mass on Sundays and saints' days; how they felled trees and laid the keel of "The Griffon," that was to be the first white man's boat to plow these inland seas; how the savages envied the builders of the "big canoe," and plotted to burn it; how, often disheartened and fearing mutiny, the pious Jesuits worked on until July, 1679, when, amid the firing of their five little brass cannon and three arquebuses, their little ship was launched. On the prow crouched a carved griffin, with wide-spread wings; above was an eagle, while at the mainmast floated the lilies of France. Our dreamer heard the crew chant the *Te Deum* of Ambrose, after they had pulled the boat up stream for miles, and finally started out from the stiff current below what is now Fort Porter, and he saw the helmsman point the nose of the Griffon up the lake.

"The streamlet seeks the path it knew of yore,  
 And Erie murmurs to a lonely shore;  
 The birds are busy in their leafy towers;  
 The trampled earth is wild again with flowers;  
 And the same River rolls in changeless state,  
 Eternal, solemn, deep, and strong as fate."

Only one other Frenchman that we know of had visited the site of Buffalo during the one hundred and



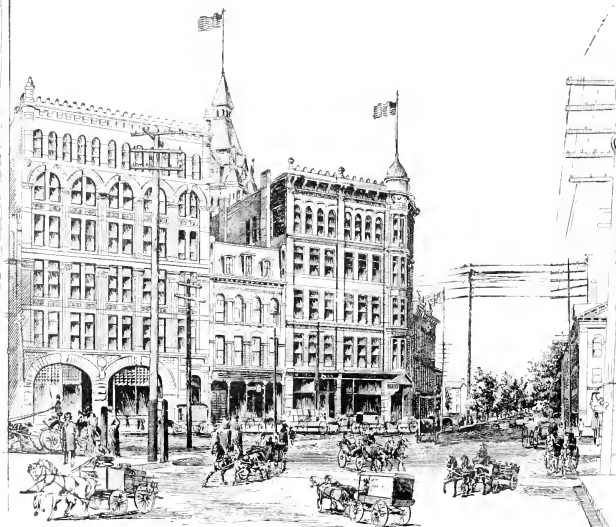
ILLUSTRATED  
**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.

sixteen years that had elapsed between La Salle and Lamecourt, and he was Baron La Houllon, who had taken possession through this region in 1687—eight years after La Salle.

In his dream the duke finally took action to the friar and his thirty-four brave companions, and then found



MAIN STREET  
 LOOKING NORTH  
 FROM  
 CLINTON ST.



of a century rolled by, until he saw himself again trudging into the settlement at Buffalo Creek and knocking at John Palmer's tavern door.

Wonderful charmer, this sleep is, to a tired man, for another vision was in store for his grace, as he lay there curled up on the floor. Another century, nearly, passed before him, but into the future, and it was the year 1890. He stood upon a broad, paved terrace, and knew that it was the site of Palmer's Tavern. The scene about him saw that of a

busy city of more than a quarter of a million souls. It was again a day in July. All the potent forces of a wonderful age of invention—of steam and electric power—were conspiring round about him. By his very



side thundered mighty engines, pulling palatial coaches loaded with precious merchandise and prosperous people on their way from the Atlantic to the Pacific Ocean. Some of the people had just come from his own gay Paris, which they had left only *eight days* before. Above his head hummed the wires of the telegraph, telephone, fire-alarm signal service, and he knew that the thoughts penned by men about him could be read in London in half an hour, and in far away Calcutta before sunset. He knew that in an upper parlor that day at a public house called "The Troquois," men and women were sitting upon velvet divans listening to an orchestra of eight pieces playing sweet music at No. 18 Courtland Street, New York; that over the same wire which brought the music in at the window men were talking, as though face to face, between Rochester, Albany, and Poughkeepsie; now mighty habitations of men; then little more than settlements like Buffalo Creek.

He knew that men were near him, on Elk Street, laying tracks for street cars to run upon, propelled by this same electricity that Dr. Franklin had fetched down from a thunder-cloud with a kite. He knew that a man named Edison, of mighty genius and intellect, had invented a machine into which, if Julius Caesar in his time could have spoken, would to-day have reproduced his very voice and accent. He knew that women no longer grew bent and blind over midnight needlework, nor spun nor wove by hand; that the children of the poor had free schools in a land where 65,000,000 people lived under the ruler of their choice. He learned for the first time the uses of coal, and gas, and petroleum.

The city in which the noble traveler found himself had risen from the humble spot where Winney, "the trader from the Fishkills," bartered rum and colored cloth with Indians for pelts, to become the largest coal-distributing point in the world; the largest lumber market in the world (taken with its suburban port of Tonawanda); the largest fresh-fish market in the world; the largest sheep market in the world; the second largest grain market in the world; the second largest live-stock market in the world, and one of the greatest centres for the manufacture of a dozen different necessities of life.

He saw a city leaping towards a grander metropolitan size and strength, with gigantic strides, and knew that even the old towns of New York and Philadelphia were not keeping pace with Buffalo in her growth. Again he thought of La Salle and Hennepin; of the wilderness they found, and of their little boat disappearing up the lake towards that now grand Northwest, whose development means still greater prosperity for Buffalo.

With his eyes now on the distant Northwest this daily day in 1890, he saw the sun shining upon thousands and thousands of acres of ripening wheat in Minnesota, Wisconsin, the Dakotas, Montana, and the British province of Manitoba, that would send its millions and millions of bushels of grain to feed the teeming nations of overcrowded Europe; and he saw Buffalo taking toll from every bushel of this grain, by a natural right of geographical position. He saw immense herds of horned cattle, grazing upon the fertile prairies of a half dozen princely states and territories, and these were fattening towards the near day when they would be brought to Buffalo, to swell the already magnificent total of more than \$2,000,000 of cattle sales each week. He heard a thousand axes chopping in the woods "that stand on the rugged Lake Superior region," and heard the busy hum of hundreds of saw-mills that were transforming the giant pines of a virgin forest into material for a thousand new homes in Buffalo. He heard a hundred air-drills pounding in the bowels of the earth at Lake Acon, and he knew that they had only just begun to tap a veritable mountain of finest iron ore, and he knew that huge vessels were waiting to carry the ore down to Buffalo, and to take back cargoes of coal. He knew that the receipts of iron at Buffalo had been but 60,242 tons in 1870, and in 1890 more than 500,000 tons. He knew that under the streets of Buffalo lay pipes through which, from a distance of one hundred and fifty miles, poured streams of petroleum and gas-fuel direct from the storehouses of a million years in the bosom of Mother Earth.

He knew that the great cataract that had thundered in La Salle's ears two hundred and eleven years before still poured its mighty flood over the precipice, with waste of a force sufficient to drive all the wheels of a great nation's factories, and he knew that the men of this generation, who had pierced mountains, who had made a channel through the Isthmus of Suez, bridged the Hudson, and had tied together with a copper thread all the cities of the earth, could tunnel under the cataract of Niagara and plant water-wheels there that would do the work of 150,000 horses. And he knew that for each horse-power in use in the American republic, three persons were employed, and for each worker four others were dependent, and he saw, still farther into the future, the 1,800,000 people who would thank God for the power He had put into the cataract, as they ate their daily bread and toiled in the great city on the Niagara frontier.

Strange sounds greeted the traveler's ear—the dull, hoarse whistle of the big steel propeller, just coming into Buffalo Creek, under the shadow of high grain-elevators; the sound of the boiler-maker's hammer and of the steam-forge; the locomotive's shrill cry; the hum of printing-presses, turning out 40,000 copies an hour of a journal that told of the happenings of the day before in Peking, Moscow, and on the Congo River. He heard the noon bells of St. Paul's Cathedral chiming out the loud music of "Praise God from whom all blessings flow," and though his head was dazed his heart was full of thanksgiving.

But morning came to wake him from the enchanting dream. John Palmer had cooked a steak of venison for breakfast. The mist was rising from the lake. Captain Powel of the British Army, stationed at Fort Niagara, had just arrived at Buffalo Creek to see Winney, in whose store business Powel was a partner. The captain's influence with the Indians of the whole region was great, and it was long-headed, indeed, for him to make an arrangement with the trader from Albany and the Fishkills to turn that influence into gold sovereigns. He sent the Indians to sell their pelts to Winney. The proud Frenchman would not meet the British soldier, for the sores of a frontier war were not yet sufficiently healed to make them court each other's friendship; so the morning hours soon saw the Duke de Rochefoucauld-Liancourt and his valet picking their way along that crooked Indian trail on the left bank of the Creek (now Main Street) that led to Cold Spring. But at the crossing of the stage road from Batavia to the Black Rock Ferry, he turned and waited for the stage to take them to Batavia. This stage road did not come into Buffalo Creek settlement, because its projectors did not know that anybody lived at the mouth of the creek. It crossed Buffalo at the site of the present York Street, Holy Angels Academy, and the reservoir, and went down a dugway just above the present Niagara Street railroad barns.

"*Mon Dieu!*" No rum, no milk, no candles, no bed!" Poor hospitality Buffalo had to offer in 1795.

## CHAPTER II.

It is the time when still the forest made  
 For its dusk children a protecting shade;  
 And by these else untrodden shores they stood,  
 Embodied spirits of the solitude!  
 When still at dawn, or day's serener close,  
 The smoke-wreaths of the Kah-Kwah lodges rose.

*David Gray.*

THE "KAH-KWAHS," (THE ERIE OR CAT TRIBE), THE FIRST-KNOWN PEOPLE ON THE SITE OF BUFFALO—ENMITY BETWEEN THE HURONS AND THE IROQUOIS—QUARREL BETWEEN THE SENECAS AND THE KAHS-KWAHS—WAR OF EXTERMINATION, BY THE SENECAS—HOW BUFFALO CREEK GOT ITS NAME—GENERAL SULLIVAN COMPLETES THE BREAKING-UP OF THE IROQUOIS CONFEDERATION—SOME OF THE SCATTERED TRIBES SETTLE NEAR BUFFALO—THEIR DESCENDANTS—SIR WILLIAM JOHNSON SENDS HIS HALF-BREED SONS TO SCHOOL—THEY BECOME LIEUTENANTS IN THE BRITISH ARMY.

To the general reader, history is the least interesting of literature. Fiction leads. But of all history, that of wars, conquests, and great men is most popular. How fortunate, then, that he who essays to tell the story of Buffalo, can, in painting his word-picture, dip his brush into the sanguinary flood of war and conquest; can tell how a nation of red men was wiped out, and how the city, as it grew, nursed and schooled the ambition of men who went out of her walls as the chosen rulers of the greatest nation of earth.

Yes, the Polish laborer who, in digging a sewer trench across Church Street yesterday, near the City Hall, unearthed a stone hammer, a skull, and a flint arrow-head, connected our civilization and history with that day back of 1795, back of Baron La Montan, back of La Salle and Hennepin, back of Hendrick Hudson, back of Columbus, the Spanish sailor of Palos—back, back to a time when Europe was sleeping, fitfully, in the middle

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**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.

29

ages. Then we know from Indian traditions, handed down by the story-tellers and song-keepers of the Iroquois—who loved history and anecdote, and who held these traditions sacred,—that before they themselves occupied the site of Buffalo with their wigwams, a neutral nation, the Neuters, known as the Erie or Cat tribe, lived on the banks of the *Ti-gou-sagouwa* (place of bass-woods), or Buffalo Creek. West of them lived the Hurons; East, the Iroquois, sworn enemies of each other.

Like those little, struggling nations of Europe, whose home Fate decreed to be between two powerful





toes, war came heaviest upon the little people. They wished to be neutral, but their farm-yards became the devastating battle-fields of the bigger powers. So with the Erie or Cat tribe—the Kah-Kwahs. From the days of Europe's middle age up through the centuries to about 1654 or '55, the Kah-Kwahs held the site of Buffalo; and probably they saw the formation of the Iroquois confederation, though no one knows exactly when that strong union took place. They were about 12,000 in number.

The Senecas, the most powerful of the Iroquois, quarrelled with the Kah-Kwahs. War was declared—a fierce, awful, bloody war of extermination; and the Hurons held back, and the other nations of the great confederation held back, or abetted the Senecas. Hundreds of Kah-Kwahs fell on the shores of Lake Erie. Hundreds poured out their blood on the very ground that we of Buffalo walk upon to-day, and warriors, wives, babes, old men and women—all fell under the fire and tomahawk of the savage Senecas. Twelve thousand souls went out of the Kah-Kwahs, and probably as many more, or nearly, of the numerous Senecas. May it not be that some of these fell under the big elms that now border the asphalt of Delaware Avenue? The rings of these trees would count back past La Salle. May it not be that the hammer, skull, and arrow-head are the veritable "last of the Kah-Kwahs?"

Indian tradition also seems to prove that the American bison of the prairie, now sharing the fate of the Kah-Kwahs—extermination—used to herd on the banks of Buffalo Creek. Learned historians and students of Indian lore have discussed this subject at great length, and they declare that before the Indian hunters drove the buffaloes beyond the Mississippi, they used to visit this region in herds in summer, where they found salt licks in the rushes along our Buffalo Creek and in the Genesee Valley. There are many little streams in the United States as far east as Buffalo, called "Buffalo Creek," from similar Indian traditions of the bison.

From that masterly work of Mr. Allen G. Bigelow and Mr. J. N. Larned, "A New History of Buffalo," we read that the late Orsamus H. Marshall, in searching the manuscript treasures of London, found the earliest known mention of Buffalo Creek. It was in a collection called "King George's Maps," and was dated 1764. The map showed both banks of the Niagara from Lake Erie to Black Rock. "The American shore," said Mr. Marshall, "is represented as entirely unsettled, covered with forest, and bordered with sand hills. Buffalo Creek is laid down, bearing its present name."

It is scarcely within the province of this story about the Queen City of the Lakes to tell all the events of the French and Indian War, and of the Revolution, that took place on the Niagara frontier.

Have you ever looked down the Niagara gorge towards Lewiston? Remember the pines, chestnuts, and bass-woods; the beech and butternut trees, and picture a forest just like that extending all along the shore of the river and covering the site of Buffalo. Indian trails are the only paths. There is no Erie Canal; no light-houses in the harbor; no break-water; no river front of elevators and warehouses; no church spires above the tree-tops, and no steam-boats going in and out of Buffalo Creek.

It is 1784—fourteen years before the visit of the Duke de Rochefort and Liancourt. The powerful Iroquois confederation is broken up by the white men's wars with each other. In the recent conflict between the colonies and Great Britain, the Indians have fought against the colonies. And now the British have sailed for home or have retreated into Canada, and the Indians must follow across the frontier or hazard a peace with the new State of New York. Sullivan, two years before this date, has driven the Iroquois out of the Wyoming and the Genesee Valleys, and has burned their crops. An unusually cold winter has brought starvation to thousands of these poor savages, and they have so importuned the British commandant at Fort Niagara, that his supplies are exhausted.

From the flight before Sullivan's army, the Indians have brought white captives to Buffalo Creek. There are Rebecca and Benjamin Gilbert, Jr., Elizabeth Peart and her nine-month's-old babe, and others. They are enduring great hardships, and work in the corn fields of their captors. It will be many months before they escape and return to friends in the white settlements of the East.

The Senecas have formed a village on the south side of Buffalo Creek, at a place until recently well known by its mission church and old burying-ground. This was the home of the famous orator, Red Jacket, who now lies beside his contemporaries, Corn-planter, Tall Chief, Tom Pollard, and Chief Two Guns, in Forest Lawn Cemetery. From the Buffalo Creek village the Senecas removed to their present home on the Cattaraugus Reservation, thirty-one miles from Buffalo. The Onondagas settled farther back from the creek, near

what is now the village of Ebenezer. The few descendants that remain are now with the Senecas at Cattaraugus, and at the Alleghany Reservation, and in Canada with the Mohawks. The Cayugas settled along that creek upon which La Salle had built "The Griffin" just one hundred years before.

Sir William Johnson has sent the children of his squaw wife, with other Indian boys, to a charity school at Lebanon, Conn., where the Rev. Dr. Wheelock has found them to be apt pupils. One of Sir William's daughters has married his nephew, Gay Johnson, commandant at Fort Niagara, and another has been wedded to a Colonel Claus. The two sons from school, when grown, go with their brother-in-law, Gay, to Fort Niagara to become lieutenants in the British army. The descendants of Sir William settle near Brantford, Ont., and in 1890 are of the most educated, refined, wealthy, and aristocratic families in the Dominion. The daughters to-day visit Buffalo, and are entertained in the city's best society, and one of the young ladies is a recognized poet.

Revolutionary war records give no glory to citizens of Buffalo. There was no material here in 1776 to make into soldiers.

With unaccountable forgetfulness or ingratitude, the British made no provision for their former allies, the Indians, when they arranged the peace treaty with the United States in 1783, but left the problem of their future existence among the people of the new American republic to be solved by themselves, well knowing that the Indians must be defended from Anglo-Saxon greed for land, and from a craft and intelligence superior to their own.

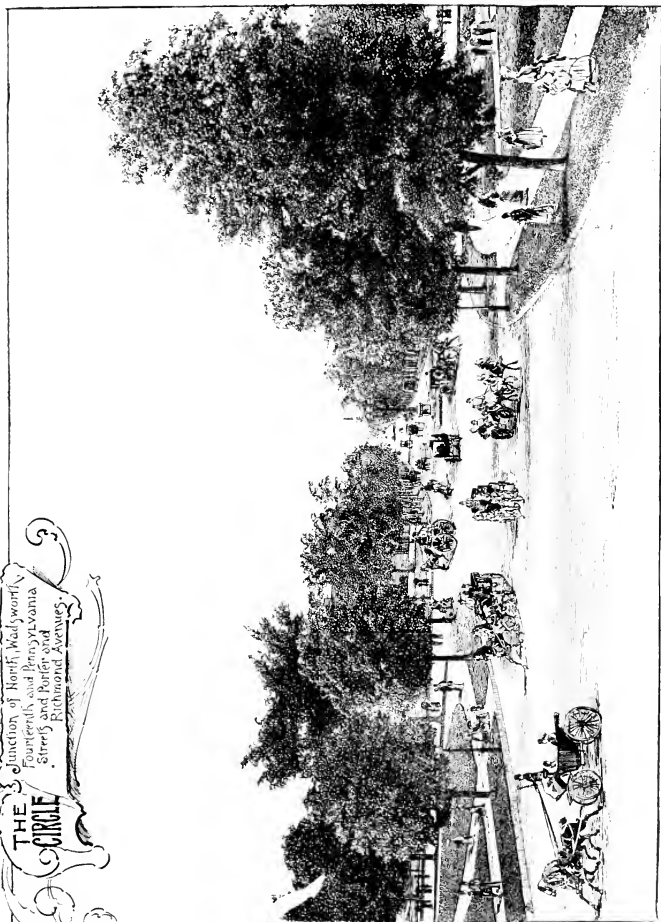
The red man was being rapidly pushed to the wall. Unfortunately for him, he had chosen the wrong side in the conflict, and even after the defeat of the British by the colonies he could not bring himself to recognize the new State of New York, and the United States of America as permanent governments with whom he must make friends. Political lines he did not understand, nor did he see any good intentions towards himself in the white man's new and mysterious double-headed government. His former friends had retreated across the Niagara frontier into Canada, but with a pitiful foolhardiness, born of his ignorance, he stayed around the place where General Sullivan had so completely whipped him, and occasionally gratified his sullen desire for revenge by murdering pioneer settlers, or burning them up at night in their log cabins. This could not and did not last long.

Thoughtful men to-day who have studied the Indian question in New York State, believe that a great mistake was made by the states and the federal government in regarding the Indians and treating with them as a foreign nation. They had been allies of the British, and with them were defeated by the Continental forces. The Six Nations were defeated by General Sullivan—were completely routed. The United States alone should have thereafter made terms. Yet the remnant of these tribes asserted their independence as a nation, and the states and the federal government dared not make peace with them upon any other basis. As an instance of the ridiculousness of this precedent, the Protestant churches who to-day send to and maintain missionaries upon the Indian reservations in the state place the charge of these evangelists under their boards of foreign missions. And the effect of the State protectorate over this foreign nation, under which the Indian is regarded as "a perpetual minor," has produced a red man to-day with little sense of personal responsibility; and it has, as many good and wise people believe, so handicapped him in all his relations with his white neighbors, that civilization cannot make of him the honest, moral, useful man that it otherwise would have made, if some wiser plan had been adopted for his assimilation by the white race, or that would have provided more encouraging conditions for his life among a people more progressive and intelligent than his own.

But this is deep water, and only concerns Buffalo in that it vitally concerned her early days. It should be said though, that in the war with Great Britain, in 1812, the Indians fought with the United States forces, and it is an interesting fact that to-day may often be seen on the streets of Buffalo, peddling sassafras bark or berries, Henry Philips, a Seneca Indian, who is a pensioner of the United States Government as a surviving enlisted soldier of the War of 1812. He is one of the most interesting Indians in America to-day, and through an interpreter he has told the writer of these lines many anecdotes of that war, of Red Jacket and Cornplanter, whom he knew well, and of Farmer's Brother, Tall Chief, and Tom Pollard. Chief Philips is slow to adopt civilized dress, and at his home on the Cattaraugus Reservation is always seen wearing feathers in his long black hair, moccasins, and a white man's shirt outside of his pantaloons, which are held up by a leather belt.



THE  
CIRCLE  
Junction of North, Madysen,  
Fourteenth and Pennsylvania  
Streets and Porter and  
Richmond Avenues.



He is an inveterate smoker, and prefers a long-stemmed pipe of his own manufacture, from the stem of which depend beads and colored strings. He is an incorrigible pagan, holding little or no intercourse with the *guy-ueh-yu*—the Christian missionary. What must often be the thoughts of Henry Philips (whose father undoubtedly had a hand in many a bloody massacre in Western New York, and whose mind is stored with traditions of the Niagara frontier), as he walks in Buffalo under the shadow of huge elevators and smoking steam forges and factories on the banks of Buffalo Creek, whose basswoods his father used to strip for wigwams, and out of whose trunks made dug-out canoes.

History tells of the treaty at Fort Stanwix (Rome) in September, 1784, where the Iroquois chiefs met commissioners from New York State and from the United States; how the Indians ceded to "the father at Washington" all their rights to the land of the four-mile strip from Johnson's Landing on Lake Ontario to the mouth of Buffalo Creek; how this caused confliction between the state and the nation; how another "great council" of Indians was held at Buffalo Creek, in 1787, who demanded an explanation of the dark and mysterious relations between the father at Albany and the father at Washington; how at Hartford, commissioners from New York, Massachusetts and the United States had settled their own disputed claims, without assistance from or consultation with the Indians interested, and how by this convention New York obtained sovereignty over all land west of her present eastern boundary as far as Seneca Lake. It tells how Massachusetts was given the pre-emption right only, subject to Indian title, to all lands west of Seneca Lake, except a mile-strip along the bank of the Niagara from Lake Ontario to the mouth of Buffalo Creek, which was kept for New York, also subject to Indian claim, and, finally, it tells how this latter title was extinguished by the treaty of 1802. All of these matters involve so much of interest to other territory besides Buffalo, that it would be a digression to tell them over in detail.

### CHAPTER III.

The city sleeps; its changing features fade  
 In the green depths of many a rustling glade;  
 The wind of summer whispers sweet and low  
 Among trees that waved three hundred years ago.

*David Gray.*

THE AUTHOR, IMPATIENT TO REACH THE POINT OF HIS STORY THAT TELLS OF THE PRESENT AND FUTURE OF BUFFALO, JUMPS OVER A COUPLE OF GENERATIONS AND COMPARES THIS CITY, TO-DAY, WITH OTHER AMERICAN CENTRES.—HE WILL TAKE YOU BACK AGAIN, IN THE NEXT CHAPTER, TO THE TIME WHEN RED JACKET HOBNOBBED WITH GEORGE WASHINGTON, AND RECEIVED A BIG SILVER MEDAL FROM THE FIRST PRESIDENT OF THE UNITED STATES.—BUFFALO HAS THE MEDAL NOW.

PEOPLE who, like the Duke de Rochefoucauld-Liancourt, visited Buffalo in its infancy, must have carried back to the Eastern settlements good impressions about its desirability for residence; about the opportunities for trade with the Indians; the cool summers on the shore of Lake Erie; the unusually fertile soil along the Niagara River, and back from the shore of Lake Ontario; the possible future for a commerce on the great chain of lakes, and the certainty that, if immigration ever pressed farther west than Buffalo, that this settlement would be upon the most popular route of travel. It had a promising look to these early visitors, as a town site, and they went back east and talked about it. Settlers soon began to arrive. How wonderfully and how quickly these prophecies have been fulfilled and exceeded! As to these predictions, see a city holding the key to the commerce of a mighty inland empire; as to trade, see the future Manchester of America, with cheapest coal, abundant natural gas-fuel, and quick distribution of products to the corners of the earth by railroad, canal, and lakes; as to location on the popular route of travel, see her puffing steam-caravans of emigrant pilgrims passing through from Castle Garden to Golden Gate; see her twenty-seven different railroads with more than two hundred and fifty trains daily, and more trackage within her limits than in any other city of the world. As for climate, see the showing farther over in these pages, as gathered by the *New York World*, wherein Buffalo



*Junction of  
Erie, Pearl & Swan Sts.*

is placed at the head of thirty-six leading American cities as having the lowest death-rate of any. As for fertility of soil of this region, see Erie County's rich crops and fat cattle; see Niagara County's apples and fruits, whose farmers receive, annually, more than \$1,000,000 for apples alone. See the flowers and berries and small fruits grown

about La Salle; the hay and grain of Grand Island; the variety and rich growth of vegetables along the Limestone road at West Seneca. In a thousand other ways the Queen City is peerless.

Every city has a reason for its being, and, if great, reasons for its greatness. Have Boston, New York, and Philadelphia got ships from every foreign port? So Buffalo may have by the widening of the Erie Canal, which living men shall see. Have Rochester, Lowell, Lawrence, Paterson and other cities got cheap water-power? So Buffalo soon will have, and cheaper, by the mightiest cataract of earth; and cheap coal and natural gas. Have St. Louis, Kansas City, and Chicago got cattle yards? So has Buffalo, the second largest in the world. Have they become centres for large local distribution? So has Buffalo become the natural supply-giver to a territory to-day inhabited by more than 2,000,000 of people. Has Denver got silver and lead? So has Buffalo, and copper and iron too, from the rich Lake Superior region. Buffalo last year (1889) received 28,853 tons of copper from the Lake Superior mines; 265,130 pigs of lead, which was thirty-five times more than she received in 1879, and her import of silver was considerable, and will increase as the silver mines of the Superior region are developed. Have Portland, Me., and Portland, Ore., and Bangor, and Saginaw got lumber? So has Buffalo; and together with her suburban port of Tonawanda she is already the largest lumber market in the world. Have Detroit, Milwaukee, Cleveland, and Duluth got natural harbors? So has Buffalo, and more, for she has nineteen and a half miles of water-front, on her lake, river, and ship canals. Has any city got skilled workmen? So has Buffalo, for she is one of the greatest centres in the world for the manufacture of edge tools, hardware, agricultural implements, engines, boilers, flour, glucose, soap, starch, malleable iron castings, furniture, milling machinery, iron pipe, cement, printing inks, wall paper, leather belting, refrigerators and bird cages, boots and shoes, carriages, sewer pipe, clothing, confectionery, lake vessels, chemicals, patent medicines, and for oil refining, lithographic and fine art printing, meat packing, and brewing, any one of which industries, if possessed, in the same degree, by a more boastful town would distinguish that place for its "specialty."

Have Pittsburgh, Philadelphia, Jersey City, and Elizabethport got coal to sell and to distribute? So has Buffalo, more than they, for she is to-day the largest coal distributing point in the world. Have Washington, Cleveland, New York, and Baltimore got princely streets and boulevards, so that foreigners tell of them and the great monthly magazines show pictures of them? So has Buffalo, the most beautiful of residences, parks, parkways, boulevards, and pavements. She has more miles of asphalt pavement than any other city in the world, outranking even Paris, "the world's parlor," as some writer has called that gay capital, contrasting it with London, "the world's workshop."

Have the other great American cities grown rapidly in population? So has Buffalo, more rapidly than any other city of her importance, as shown by the comparisons made on subsequent pages. Have they been distinguished for their able men and useful citizens? So has Buffalo, for she exceeds every other city in the Union in having given two presidents to the Nation, also men who have sat with highest honor in the Senate, House of Representatives, and in the saddle on the field of battle. Did a soldier from any section of the land save the country from defeat in war? So did a citizen of Buffalo save this Union from financial defeat and bankruptcy, when Elbridge Gerry Spaulding (of the stock of the signer of the Declaration of Independence) devised his measure in Congress which, adopted, supplied the nation with currency when her troops were threatened with starvation and rags. "The Father of the Greenback," as he is called, still lives in Buffalo, enjoying the fullest of honors with a fulness of years. A nation's historian has already given Mr. Spaulding the credit of having "saved the nation."

## CHAPTER IV.

TWO BIG GREEDY LAND COMPANIES FAIL TO GET POSSESSION OF INDIAN LANDS IN WESTERN NEW YORK, INCLUDING THE SITE OF BUFFALO.—THE PHELPS AND GORHAM PURCHASE.—THE HOLLAND LAND COMPANY MAKES ITS FIRST APPEARANCE ON THE SCENE.—BUFFALO CREEK SETTLEMENT BECOMES THE MEETING PLACE FOR IMPORTANT NATIONAL TREATIES.—RED JACKET GOES TO VISIT GENERAL WASHINGTON, AND GETS A TOMAHAWK AND A SILVER MEDAL AS MEMENTOES.

From you gray ruin's shade the forms are fled,  
 That came, but now, up thronging from the dead;  
 But the great heart of Committee, full and strong,  
 Flings to the chime of swarthy labor's song.

*David Gray.*

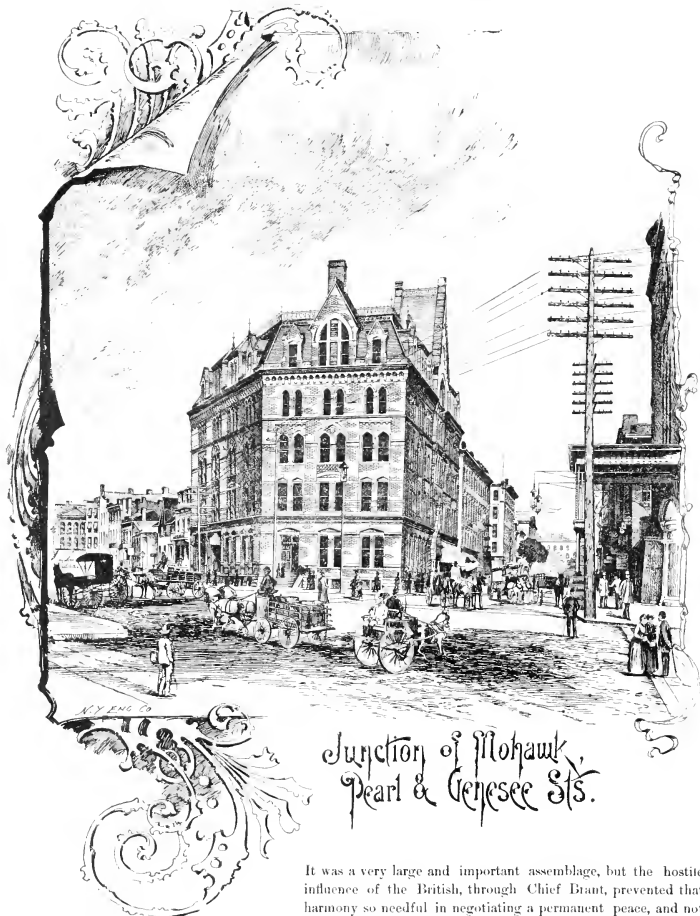
Just as rich men in the eastern cities are to-day combining to get control of whole counties in the grand new western states, which in a few years will become very valuable by the development of that country, so in the early part of this century rich men combined and got a monopoly of land in western New York, including the site of the city of Buffalo. But the first two big land companies failed, by reason of their own greed—"The New York and Genesee Land Co.," and "The Niagara-Genesee Land Co."

So determined were these corporations to get possession of these lands, that the New York company finally succeeded in inveigling the Indian chiefs into signing a lease for nine hundred and ninety-nine years, or "as long as water flows and grass grows," and they tried to corrupt the new legislature of New York State into recognizing this bargain. But they failed, and the Governor was empowered to use the State troops, if necessary, to keep white settlers off from the coveted land.

After the failure of the land companies, private individuals tried to buy the land with money supplied by another combination of New York and Massachusetts capitalists. The only successful agents were Oliver Phelps and Nathaniel Gorham, who, for \$1,000,000 in Massachusetts paper money, bought all the lands in New York State controlled by Massachusetts, described in the previous chapter of this story. The money was only worth fifty cents to the dollar, and the purchasers hoped to buy currency at that discount, or less. But the Federal Government funded the debt of Massachusetts, with other states, and brought the value of this currency up to par. This made the Phelps and Gorham people bankrupt, and in 1789 they asked the Massachusetts Legislature to release them from the larger part of their obligation, and it was granted them.

Buying Massachusetts' claim to land in western New York did not give the Phelps and Gorham men absolute ownership, because that state's claim had been merely a pre-emption right to settle. So during the period of several years between their purchase and their bankruptcy, they effected an honorable treaty with the Indians (at Buffalo Creek, July 4, 1788), by which they agreed to pay the Senecas \$5,000 in cash and \$500 annually forever for the big tract thereafter known as "The Phelps and Gorham Purchase." This tract included the site of the city of Buffalo. Before winding up their affairs, Phelps and Gorham sold thirty townships, but in the lands that Massachusetts took back in 1789 was the site of Buffalo. Robert Morris, the great financier of the Revolution, bought the released lands, and thus became sole owner of the site of our beautiful city. But he soon sold it to the Holland Land Company. At that time aliens could not hold land titles in their own names, so Herman Leroy and others, as trustees of the Dutch capitalists, were the actual purchasers from Mr. Morris.

Now, the site of Buffalo becomes of great historical interest, because of important councils held here between the Indians and the United State Government. President Washington feared that the discontent still brewing among the Indians would prevent the settlement of the country west of Buffalo Creek, and he commissioned Col. Thomas Proctor, on March 12, 1791, to go and settle, if possible, a treaty of permanent peace. Cornplanter was then head chief of the Senecas, and lived at the head of the Allegheny river. A grandson of Cornplanter, Solomon Obail, now lives on the Cattaraugus reservation, an aged, dignified Indian, who bears a striking resemblance to his famous ancestor. The council was held at Buffalo Creek in April and May, 1791, and was attended by Red Jacket, Cornplanter, Farmer's Brother, Young King, and other sachems.



## JUNCTION of Mohawk, Pearl & Genesee Sts.

It was a very large and important assemblage, but the hostile influence of the British, through Chief Brant, prevented that harmony so needful in negotiating a permanent peace, and not much good ever resulted from the council.

President Washington, in 1793, arranged for another council "with the hostile Indians northwest of the

Ohio river," Congress gave \$100,000 for the expenses of this expedition and treaty. The Federal commissioners were Gen. Benjamin Lincoln, Mr. Beverly Randolph, and Col. Timothy Pickens, who met the Indians on June 11th, at the long house on the bank of Buffalo Creek. A welcoming salute was fired by the Senecas, who were armed with muskets. There is preserved, in the collection of the Massachusetts Historical Society, a pen picture of this council while in session, drawn by a young British officer from Fort Niagara, who was present.

The council resulted in a treaty of peace that has been ever since preserved. A treaty made later by the same commissioners with Indians at Detroit was not kept by the natives. But immigration was encouraged, and the settlement which the Duke de Rochefort-Liancourt founded at the mouth of Buffalo Creek, two years after this treaty by General Lincoln, began to grow rapidly, and John Palmer's tavern was so well patronized that he was able to give better entertainment than he had given to the French duke.

In 1792 Red Jacket, with several other chiefs, to settle for themselves many questions affecting their allegiance to the new American Republic, decided to visit the father of the new nation, President Washington. So pleased was George Washington with the dignity, suavity, and eloquence of Red Jacket, that he caused to be struck a huge, oval, silver medal seven inches long by five inches wide, on which General Washington and Red Jacket were depicted, near a ploughman, smoking the pipe of peace. The gift greatly pleased the old Indian, and he always wore the medal around his neck. It is shown in the celebrated painting of Red Jacket, from life, by R. W. Weir, of New York, a copy of which, together with the original medal and a fine tomahawk, also presented by Washington, are now the property of the Buffalo Historical Society.

It seems to me that the romantic period in Buffalo's history has now been told; that the stepping in of these phlegmatic Dutchmen, with their Holland Land Company, and their old theodolite and surveyor's chain, intrude such practical detail and soot matters upon our attention, that you, patient reader, will tire of a detailed history of how the town site was cut up into lots and sold, and how the village boasted a school house, then a church, court-house, and jail. The growth of every city in America was like Buffalo in these respects.

But as we go on from 1795 up to to-day there are a few threads that must be picked up for consistency's sake. We are not telling the complete history of Buffalo, but are constructing an outline—an historical sketch, merely, for a work showing "The Progress of Buffalo," not its whole history.

There was no real Holland Land Company. Robert Morris sold his land in four tracts to four sets of purchasers, who paid for it with money owned in Holland. There is no evidence to show that these Northern land capitalists were joined together in a company in Holland or in America, and the deeds to lands sold were signed by the local trustees, who were not even designated in the deeds as trustees. But our pioneer forefathers knew they were dealing with Dutch capitalists, through these agents, and they dubbed the proprietors, "The Holland Land Company."

These proprietors kept a general agent at Philadelphia, and a local agent at Batavia settlement. The first local representative was Joseph Elliott (1800 to 1821); then Jacob S. Otto (1821 to 1827); David E. Evans (1827 to 1847); and Peter Van Hall, who served from Evans's time to the sale of the last piece of land. These agents exerted great influence upon the growth of Buffalo by bringing in desirable settlers; upon the outline of the city, by plotting its present principal thoroughfares; and they gave lasting names to many streets, roads, villages, and streams of water. No single individual had more to do with moulding the young city than did Joseph Elliott, a remarkably talented but lamentably melancholy man.

Three years before he became local agent, Mr. Elliott was made principal surveyor of the company. He had gained great experience in working with his brother Andrew, who laid out the city of Washington after that site was selected for the capital. In the year when he began his survey for the Holland Land Company, 1797, a great Indian council had been held at Genesee, at which Indian titles to the lands of the company by the former treaty were extinguished.

Elliott organized an engineer corps of one hundred and fifty men, and bought nearly \$8,000 worth of rations and supplies for a six months' campaign in the unexplored wilds of western New York. When the site of Buffalo was correctly mapped, in 1801-2, the little settlement which we have seen as the home of John Palmer, Winney the trader, Asa Ransom, Middleland, and Lane, was put down as "New Amsterdam." It had also become the home of William Robbins, a blacksmith, and of a man named Mayher, who kept an Indian store in a log building about where the Marine Bank now stands, on the west side of Main Street, below Seneca.

Ellicott laid out this city in 1805, from the lake to "Chipeway Street," and from Ellicott Street (then "Onida") west to about Carolina Street, as the city is to-day divided. But Main Street was "Vanstaphorst Avenue, and Niagara Street bore the euphonious name of "Schimmelpennick Avenue." The only streets that have kept their names as then inscribed are Mohawk, Huron, Chippewaw, Delaware, Swan, Seneca, Eagle, and the Terrace—but it was "Cazenovia Terrace."

Joseph Ellicott's end was pitifully unfortunate. He committed suicide while an inmate of the Bloomingdale Insane Asylum, on August 19, 1826.

The name "New Amsterdam" never found favor with the settlers. The hamlet was known as Buffalo Creek, and that name became so popular that even the Holland Land Company dropped New Amsterdam from their land conveyances, in 1811, and substituted "Buffalo."

As early as 1772 the state of New York, then a colony, was divided into counties, and the whole western part was included in "Tryon County," after the last of the royal governors. In 1784 the name was changed to "Montgomery County," in honor of Gen. Richard Montgomery, and in 1801 the county of Ontario was organized. The boundary extended west to the state line, and all west of the Genesee river was called "the town of Northampton." In 1802 Ontario County was again divided, and Genesee County was set off. In 1808 the county of Niagara was established, with Buffalo as the county seat. By the same act the village of Buffalo was included in the town of Willink, which extended to the Cattaraugus Creek. The township of Buffalo was also defined that year. In 1813 the village of Buffalo received its first charter. In 1821 the southern portion of Niagara County was set off and organized as Erie County, with boundaries substantially as they exist to-day, and the village of Buffalo was made the county seat.

Professor Timothy Dwight visited Buffalo in 1804. His description of the inhabitants would, to-day, fit the people of any town in northern Idaho, or other rough frontier outpost. Said he: "The inhabitants are a casual collection of adventurers, and have the usual character of such adventurers, thus collected, when remote from regular society. We saw about as many Indians in this village as white people."

But this was a harsh criticism, for there was an element in the settlement that had ideals. Three years before the learned professor's visit, Joseph R. Palmer, a brother of John, as a committee of one, had secured, through Ellicott, from the Holland Land Company, a lot for a school-house, which was built by subscription, and by a "bee" of the villagers, on the west side of Pearl Street, just below Swan. The New York Missionary Society supplied the schoolmaster, "clear of any expense, except boarding him." The first teacher was a Presbyterian minister, Rev. Samuel Whiting. The school-house was burned by a British torch on that fateful December 31, 1813, when Buffalo itself lay in ashes. Joseph Palmer became a schoolmaster to the children in the British garrison at Fort Erie, and died a year before the Buffalo school was burned.

As may have been inferred by the reader, when he saw the French duke in 1795 going to meet the stage on its way from the Black Rock ferry to Batavia, and learned that the road did not come into the settlement at Buffalo Creek because it was not known that anybody lived at the mouth of the creek, Buffalo had a dangerous rival in the live hamlet fast budding into a village at the Black Rock ferry.

Fort Erie was a thriving little village in 1802 when the State Legislature quashed the Indian titles to the mile strip along the American side of the Niagara River, and the ferry at Black Rock was a busy place. The opening up of this mile strip, which included the ferry, threatened to make Black Rock a bigger place than Buffalo. To counteract this, Joseph Ellicott put the Holland Land Company's property at Buffalo in the market at once, and by judicious advertising and his own personal influence he succeeded in placing Buffalo far in the lead. He sold the block now bounded by Genesee, Chippewa, Washington, and Ellicott streets for \$25, and the block corner of Main and Swan streets, running through to Erie Street, for \$125. All land north of Chippewa was sold for farms at \$11 and \$12 an acre. Black Rock was unequal to the race, and gave it up.

A post-office was established at Buffalo in 1802. Ezra Metcalf carried the mail on horse-back. He could, and perhaps did, carry the letters in his waistcoat pocket. Ever since that day the post-office business of Buffalo, sure index of a city's growth, has been increasing at a marvellous rate. In 1879 there were 10,593,904 pieces of mail matter of all kinds handled at this office, which grew to 41,052,617 last year (1889), or an increase of 287½ per cent in the past decade!

John Palmer's log tavern was, in 1802, the scene of another interesting event. A Seneca Indian came to the tavern one evening and tried to murder Palmer. William Ward and Joseph Keeler were sitting in the tavern

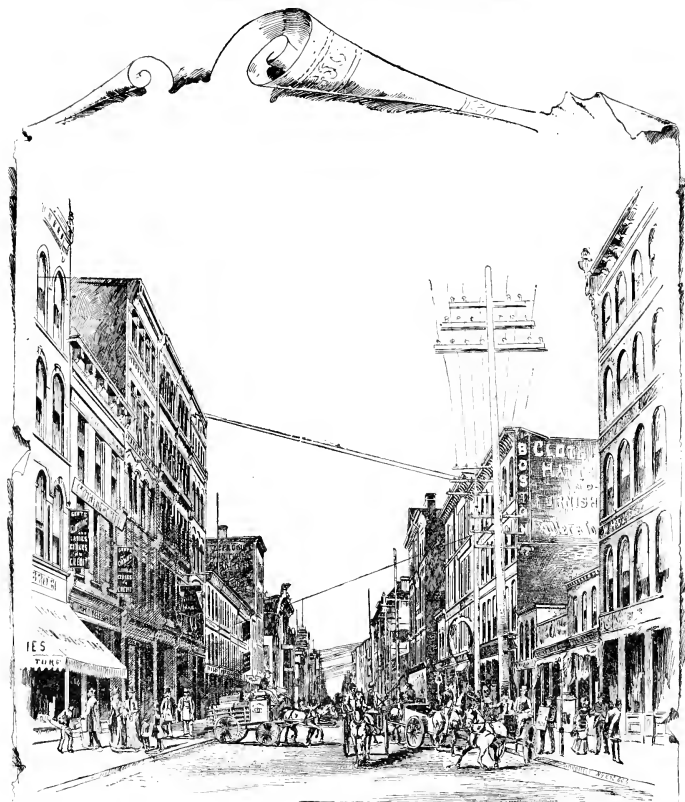




Cor. Genesee & Chippewa Streets West  
looking West

door, and saw the assault. Palmer escaped, but the Indian turned and stabbed Ward to death. In capturing the Indian, John Hewitt was also killed by the savage's knife. The fury of the people in the little village was so great that the Indian had to be taken to Fort Niagara

ILLUSTRATED  
**BUFFALO** THE "QUEEN  
 CITY OF THE LAKES."



*Seneca Street, looking west.*

for safety. A big band of warriors, armed to the teeth, entered Buffalo next day and threatened wholesale massacre if the Indian was executed. When they learned he had been taken to the fort, they set off at once to release him leaving the settlement in a

sad state of terror. The officers at the garrison were firm, and no blood was shed. Some time afterwards the Indian was released, and he lived a long life on the Tuscarora reservation. The people were not strong enough to enforce the demands of justice.

The first cemetery in Buffalo was on the site of the Washington Block, corner of Washington and Exchange streets, but it was too low, was "too near the centre of the village," and a site outside of the more populous district was selected—the block bounded by Franklin, Eagle, Delaware, and Church streets, and now occupied by the City Hall, the political centre of the city. The first notable person buried there was the Seneca chief Farmer's Brother, a wise, good, man, whose interment was honored by a military pageant. In 1832 the use of this cemetery was discontinued, and from that date to the foundation of beautiful Forest Lawn, in 1849, a five-acre tract at the corner of Delaware Avenue and North Street, was the principal burying ground. Forest Lawn was the private enterprise of Charles E. Clark, who bought eighty acres of land for his cemetery from Warren Granger and his brother, the Rev. J. N. Granger, for \$150 an acre. A cemetery association was incorporated in 1855, which sold out to the present Buffalo City Cemetery Association in 1864. Land around that tract is now worth \$1,000 an acre.

At the time that Joseph Elliott put the Holland Land Company's lots on the market, he reserved the sites of the present St. Paul's and the recent old First Presbyterian Church for religious purposes. Shortly after this the first religious society was formed in Buffalo by a union of Presbyterians and Congregationalists who were ministered to by the Rev. Thaddeus Osgood.

## CHAPTER V.

THE WAR OF 1812 AGAIN MAKES THE NIAGARA FRONTIER HISTORIC—PREPARATIONS AT BUFFALO FOR THE CONFLICT—POOR FORTIFICATIONS, POOR SOLDIERS, AND POOR PROGRESS IN THE CONQUEST OF CANADA.

FARMER'S BROTHER, THE SENECA CHIEF, TEACHES THE AMERICANS A LITTLE STRATEGY THAT RESULTS IN THE CAPTURE OF TWO BRITISH VESSELS—THE BATTLE OF QUEENSTOWN HEIGHTS AND KILLING OF GEN. BROCK—THE AMERICANS ARE HANDICAPPED BY THAT BLOCKHEADED BRAGGART, GEN. SMYTH—THE FIZZLE OF ALL HIS PLANS—BRAVE GEN. VAN RENSSELAER AND HIS WOUNDED CHIEF OF STAFF.

The pages of Buffalo's history that were blank during the Revolutionary War, were written all over with blood and fire during the War of 1812.

The village had enjoyed a rapid growth; had been made the county seat; possessed a temporary court-house, jail, and three good taverns; was the home of several excellent physicians, and its merchants, surveyors, and mechanics were busy and enterprising. Law and order reigned; religion blessed the homes and made the people more sober and gentle, and the harsh judgment written in Dr. Timothy Dwight's journal in 1804 was no longer true of the inhabitants of Buffalo. The federal government had established, for commerce, the District of Buffalo Creek, which to-day has registered on its books, 277 vessels, with a net tonnage of 136,751.61. A collector of customs was appointed in 1805, whose office last year received \$863,435.49 of government revenues.

Just before the war-cloud burst over Buffalo, the village was entwined with that mighty civilizer and author of progress, a newspaper. *The Buffalo Gazette* saw the sunshine of October 3, 1811, and bore the imprint of Smith H. and Hezekiah A. Salisbury. Its columns read to-day give an unequalled epitome of that dark period in our city's history.

Picture to yourself Buffalo in 1812, with a population of about 1,600 souls, and the neighboring village of Black Rock with 700 inhabitants, and no railroad, telegraph, or canal communication; no steam boats, no police, or fire departments, no fortifications to speak of, and no troops, with a strong British garrison, just across the river and war declared with Great Britain!

The citizens meet to discuss the situation. The street corners and taverns are the scenes of earnest debates. The government has ordered the addition of 25,000 men to the regular army; the state legislature has met to prepare for war, and a government recruiting officer has appeared in the village. He offers \$10 bounty, three months' extra pay, and 160 acres of land to every man who will enlist for five years. He gets many re-

cruits. On May 17, 1812, Lt. Col. Swift arrives at Buffalo to command the forces of the frontier. The village is wrought up to a high pitch of patriotism. The day after the commander's arrival, Maj. Ben Whaley marches through Buffalo from the South towns at the head of a company of militia, going to Lewiston. Thirty days later Col. Swift has 600 men along the frontier, with two companies of regular troops guarding Buffalo, and his own headquarters established at Black Rock. Three days later the citizens of Buffalo see with astonishment a British war ship, that has been lying at anchor at Fort Erie, run out and capture a small American vessel from Black Rock, loaded with salt. On the following day, June 27th, at 1 p.m., two small boats manned by British soldiers capture the schooner *Connecticut*, belonging to Peter Colt of Black Rock. Local historians contend that these two events were one; that the *Connecticut* was the first vessel captured. It was, however, the first blow struck, and it was struck by Great Britain.

The people of Buffalo are now a little alarmed, but their courage is inspired by the arrival home of their member of Congress, the dashing and brave Peter B. Porter of Black Rock—a graduate of Yale, and destined to become Secretary of War in the cabinet of John Quincy Adams, in 1828. Mr. Porter reaches home just after the capture of the *Connecticut*. He hears all the news, tells of the declaration of war that he participated in at Washington, and assures Col. Swift and his fellow citizens that he has come home to fight. The Six Nations hold a council and decide to be neutral, but they favor the American cause. Col. Swift moves his headquarters to Lewiston, and leaves the Buffalo command in charge of Major Frederick Miller. Gen. William Wadsworth is placed in charge of the whole Niagara Frontier, but is soon relieved by Gen. Amos Hall, who in a few weeks gives place to Maj. Gen. Stephen Van Rensselaer, with Col. Solomon Van Rensselaer as chief of staff. Fortifications are now built. On the south side of Conjocteky Creek near its mouth the "Sailors' Battery" is thrown up, and is defended by three long thirty-two-pounders. On Niagara Street near Black Rock a redoubt with three guns is built, called "Swift's Battery." Where now the street-car barns stand at the bend in Niagara Street, Fort Tompkins is built, with a barracks for quartering troops. In a ravine farther south an eight-inch mortar, called "The Old Sow," is planted.

On the northerly corner of the present Fort Porter grounds an earthwork is thrown up, defended by a twenty-four-pound gun, and a breastwork is built at the foot of Pearl Street, at The Terrace. All these defenses prove insufficient, for want of men and guns; for the whole frontier of thirty-six miles has but 600 soldiers to defend it, and they are raw, undisciplined recruits. Across the river, battalions of finely equipped British soldiers of the regular army can be seen, in their red coats, drilling.

The British invade Grand Island, a favorite fishing and hunting ground of the Indians, and the Six Nations declare war against Canada. General Hull ignominiously surrenders to the British at Detroit, and the Niagara frontier is more than ever in danger, because the enemy at Detroit is now free to come down and attack the American defenders. But General Van Rensselaer is reinforced by infantry from Oswego, by cavalry, and by the 19th Regiment under Colonel Bloom. Two thousand men are ordered from Pennsylvania to Buffalo, and by October 1st General Van Rensselaer has quite a respectable army on the frontier. Meantime, Lieut. Jesse D. Elliott, of the United States Navy, under Commodore Chauncey—who commanded the lakes—has built up quite a lively ship-yard at the mouth of Conjocteky Creek. Here he rebuilds prize ships, taken by the Americans, and new vessels to be added to Perry's proud fleet at Erie, though his navy-yard is within reach of British guns at Fort Erie and of British vessels.

The old Seneca chief, Farmer's Brother, a born strategist, sees two poorly armed British vessels anchored at Fort Erie, and he suggests to Elliott that they could easily be captured some dark night. They are the schooner *Caledonia*, belonging to the English Northwestern Company, and the brig *Detroit*, formerly the *Adams*, taken by the enemy and sarcastically named after the recent American defeat. There are on board fifty-eight British soldiers, including three commissioned officers, together with twenty-seven American soldiers who have been taken prisoners at Detroit. Elliott becomes enthused with the old Indian's idea, and organizes an expedition to carry it out. He takes three boats, on the night of August 9th, with a detachment of sailors just arrived from New York and fifty regular soldiers, and at 1 a.m. pulls silently across the river. Dr. Cyrenius Chapin commands one boat, Sailing Master Watts another, and Elliott the remaining boat. Captain Townsen and Lieutenant Roach, of the Second Artillery, with Ensign Prestman, command the soldiers, while the flotilla is piloted by Capt. James Sloan, of Black Rock, who knows every inch of the river. The British are taken completely by surprise. The *Detroit* and *Caledonia* are quickly boarded. A fierce resistance is made, but in ten minutes

Washington St.  
looking north  
from Exchange St.



the Americans have made the enemy prisoners, and before the garrison at Fort Erie can fire a shot, they are making down the river with their prizes. But one American soldier is killed and four wounded.

On October 13th the British retaliated by bombarding Black Rock all

day. Several houses are damaged, and the terrified residents desert the town for shelter out of range. Only one man, a negro marine, is killed.

The American force on the frontier numbers 5,206 on October 12th, distributed at Buffalo, Black Rock, Lewiston, and Fort Niagara. More than half are regular troops. The British forces are commanded by Maj.-Gen. Sir Isaac Brock, K.B., a veteran, who has strengthened the fortifications at Fort Erie, and has built batteries opposite Breckenridge Street, Black Rock, and at Queenstown, Chippewa, and other points. The British have three vessels on Lake Erie—the Queen Charlotte, twenty-two guns; the Hunter, twelve guns, and a small schooner.

On the day of the bombardment of Black Rock, General Van Rensselaer begins the invasion of Canada. His second in command, Brig.-Gen. Alexander Smyth, is a conceited blockhead, who refuses to consult in person with his superior, and by his stubbornness and gross discourtesy to the brave Van Rensselaer is soon to cause the failure of a well-planned battle. The "History of Buffalo" by Bigelow and Larned gives a graphic description of this battle, and the details of Smyth's unpardonable conduct. At 3 A.M. on October 13th, General Van Rensselaer's chief of staff crosses at Lewiston with 300 militia, followed by Lieutenant Christie with 300 regulars. General Van Rensselaer is in command. They are to be followed by Lieutenant-Colonel Fenwick and Major Mullany with 550 regulars and several pieces of artillery, as soon as Queenstown Heights are carried. They cross in due time, and by gallant fighting the heights are won, Brock is killed, his chief aid is mortally wounded, the enemy retreats in disorder, and the Americans prepare to occupy and fortify the town. They need reinforcements to hold this commanding point, and General Van Rensselaer re-crosses to Lewiston to bring over the militia, but he finds only a cowardly, howling mob, who have been unable to see the turn of battle in their favor, but who are thoroughly frightened at the first sound of guns, and claim it is unconstitutional to order them into a foreign country! These are they that have been loudest in demanding the invasion of Canada, and who have denounced their brave general for alleged tardiness in attacking Queenstown! Commands, entreaties, oaths, and threats are of no avail. Poor Van Rensselaer sees the British march out of Fort George to retake the heights, and he knows that if his militia had not mutinied he could capture that evacuated fort, wipe out the disgrace of Hull, and retrieve the lost honor of the army. Smyth, at Buffalo, is not taking the part ordered of him. The Americans in possession of the heights are not strong enough to hold their conquest, and are routed with awful disorder and death. Colonel Van Rensselaer is six times wounded, but recovers, and General Van Rensselaer pays the price of a defeat, not his own, by giving place to the man Smyth, who could have made the battle of Queenstown Heights a glorious victory if he had done his duty to Van Rensselaer.

Smyth now assays to capture Canada, and gets out several bombastic proclamations, calling men to his standard. He invites them to "come on, my heroes," and "submit to the salutary restraints of discipline." He has every reason to expect success, for he has several thousand more troops than Van Rensselaer had, and boats enough to carry 3,000 men across the river. On November 27th he orders the forces forward. Lieutenant Angus with fifty seamen captures the British battery opposite Black Rock, spikes the guns, and throws them in the river, but he loses twelve officers and twenty-two men killed and wounded. Captain King and a detachment that crossed with Angus captures two other batteries, spiking the guns, and taking thirty-four prisoners. Lieutenant-Colonel Boerstler, who has been ordered to disperse the guard at the bridge over French Creek, and then to burn it, gets frightened and brings his men back to Buffalo. Not receiving his co-operation Angus returns, and Colonel Winder, alarmed for Captain King's safety, goes to rescue him with 250 men, but is repulsed by a strong force of British with a loss of six killed and nineteen wounded. Smyth has ordered the main army to advance at 6 A.M., but he is in bed when the firing begins, trusting to his subordinates to embark the troops. By 1 P.M. they are ready in the boats to cross, but Smyth disembarks them. He dines, and calls a council of war to re-consider the advisability of crossing at all! He sends a demand to the British to surrender, orders his soldiers back to their quarters, allows Captain King and his command to remain prisoners, and gets up a new "proclamation," announcing "to-morrow" as the date for the invasion. Says he: "All the corps will be at the navy-yard ready to embark. The general [himself] will be on board! Neither rain, snow, nor frost will prevent the embarkation. The music will play martial airs. Yankee Doodle will be the signal to get under way. The landing will be made in spite of cannon. Hearts of war! to-morrow will be memorable in the annals of the United States."

Rats! Falstaff, rats!

What was the enemy doing? Repairing earthworks and remounting guns, getting reinforcements, and taking advantage of the notification from Smyth that he is going to visit Canada. Gen. Peter B. Porter remonstrates with the blockhead Smyth, but only gets the embarkation put off one more day. Though there are but four days' rations on hand for 2,500 men, Smyth determines to invade Canada. At 3 A.M. December 1st the advance begins, but delay makes it daylight before the flotilla is off. Then Smyth calls another council of war to consider whether Canada shall be invaded at all this season! Considering the previous fizzle, the shortness of rations, and the great opportunity that had been given to the enemy to prepare for invasion, the wise aides vote unanimously against the campaign. The soldiers are again ordered out of the boats. The volunteers go home disgusted; the regulars are put into winter quarters, but before parting they curse Smyth roundly, and 1,000 men fire their muskets in the air in token of contempt.

Smyth is the object of ridicule to the whole country. His proclamations are retold in doggerel rhyme, and he is compelled to challenge Gen. Peter B. Porter for calling him a coward in the *Buffalo Gazette*. The duel is fought on Grand Island, but neither is scratched. Smyth gets a leave of absence, goes home to Virginia, and soon afterward is legislated out of office by Congress.

## CHAPTER VI.

THE BOMBARDMENT AND INVASION OF BEAUCROFT BY THE BRITISH.—THEIR REPELSE AND FLIGHT.—COWARDLY McCLELLAND AND THE BURNING OF BUFFALO.—END OF THE WAR OF 1812.—LAUNCH OF THE FIRST STEAMBOAT ON THE GREAT LAKES.—AN ECCENTRIC HEBREW'S SCHEME FOR FOUNDING A CITY OF REFUGE FOR THE JEWS ON GRAND ISLAND.—OPENING OF THE ERIE CANAL.—LA FAYETTE VISITS BUFFALO.—ANTI-MASON ENTHUSIASM, AND THE PATRIOTIC WAR.—CHOLERA CLAIMS HUNDREDS OF VICTIMS IN BUFFALO.—THE FIRST RAILROAD TO THE CITY, AND GROWTH OF THE RAILWAY INTEREST IN THE QUEEN CITY UP TO THE PRESENT DAY.

Stern o'er each bosom reason holds her state,  
 With daring aims irregularly great,  
 Pride in their port, defiance in their eye,  
 I see the lords of human kind pass by,  
 Intent on high designs—a thoughtful band,  
 By forms unfashion'd, fresh from Nature's hand,  
 Fierce in their native hardness of soul,  
 True to imagin'd right, above control,  
 While even the peasant boasts these rights to scan,  
 And learns to venerate himself a man.

*Goldsmith.*

In the Revolutionary War, the sturdy Anglo-Saxon pioneers of America, unlearned in war, but full of pluck, endurance, and enthused by the justness of their cause, were bound to triumph in the end over imported enemies, who were unused to the hardships of a wilderness war, and uninspired by the fiercer patriotism of the Americans, who had not only their nation's honor to uphold, but their own homes to defend from the torch of the invaders, and their families to protect from the ruthless hand of the enemy's savage allies.

The rigors of winter reduces the American forces. A fatal disease breaks out in the Buffalo garrison and takes two hundred victims. They are buried in a trench, on land that now makes the park meadow, and a willow tree planted at each end of the ditch is the only monument. Not one in a thousand who now visits this beautiful spot knows of these soldiers' graves. The British and Americans spend the winter preparing for hostilities. Lieutenant Elliott is busy at his navy-yard, fitting out vessels that are to become members of the immortal squadron of Commodore Oliver Hazard Perry, and the youthful commodore is often seen on the streets of Buffalo.

The spring of 1813 sees continuous victories for the American cause. General Dearborn and Commodore Chauncey set out from Sackett's Harbor and capture York (Toronto); the fleet of Chauncey appears off Fort George, opposite to Fort Niagara, and the frightened redcoats evacuate without firing a gun. On the same

MUSIC HALL



EXPOSITION BUILDINGS.



CITY HALL



A. J. B. & Co.



day, May 27th, Fort Erie begins another bombardment of Black Rock, but after firing all day and all night the commandant bursts his guns, blows up his magazines, burns his stores, dismisses his militia, and retreats. The Americans take possession. Before June 1st, both flanks of the enemy are routed without firing a gun, and were the Americans stronger in numbers they could follow up with the conquest of Canada. Some bold skirmishing is done, in which the valiant Dr. Cyrenius Chapin of Buffalo, with his company of mounted rifles, does heroic service. But the British recover courage, and on July 10th start from Lundy's Lane to assault Black Rock, with a strong force of regulars and militia, under Lieutenant Colonel Bishop. They surprise the sentinel at the drawbridge over Conjoctety Creek, who drops his musket without firing in alarm, and runs into the woods. The British march silently past the barracks where the American soldiers are sleeping; approach Major Adam's camp, near by, but find the soldiers have been warned and are fled, and at General Porter's mansion (still standing) discover that the owner has fled on horseback clothed in a white garment! The invaders burn the barracks and block house; spike the guns, carry off the artillery, and take several citizens of Black Rock prisoners. The officers order General Porter's servants to get breakfast, and seeing from the mansion windows their reinforcements crossing at Black Rock believe themselves to be conquering heroes. But the Americans are rallying at Buffalo, amid wildest confusion and the shrieking of women, who embrace their husbands and sons a dozen times before leaving them, armed with all sorts of weapons, to be butchered by the enemy, as they believe. Farmer's Brother arouses the Senecas, at Cold Spring, where they are guarding the home of Judge Grainger, and marches at their head to aid his friend, General Porter, who commands the mixed force of defenders at Buffalo.

While the British are breakfasting at General Porter's house, three hundred men, made desperate by the danger to their homes and families, are marching down Niagara Street to repulse the invaders. The forces meet near Ferry Street and for nearly half an hour fight fiercely. The redcoats are beaten back; Lieutenant Colonel Bishop, their leader, who had hardly finished breakfast when the fight began, is seen riding one of General Porter's horses, and is shot and killed while leading the retreat. The invaders lose eight killed, seven left wounded on the field, and fifteen prisoners, besides others killed while pulling away in their boats, by volleys from shore.

September brings news of Perry's glorious victory, and Buffalo is illuminated by bonfires, and loud salutes are fired. The war is nearly ended, but Buffalo is yet to see her darkest day. Gen. George McClure of Steuben commands the American forces on the frontier. His headquarters are at the captured Fort George. But the term of enlistment of most of his militia expiring, he is compelled to abandon that post and to cross to Fort Niagara. With most unpardonable cruelty, before retreating, he burns the peaceful Canadian village of Newark, in winter, turning the inhabitants out into the snow. Probably preferring the more comfortable surroundings of a village, McClure soon comes to Buffalo leaving Fort Niagara guarded by but one hundred and fifty men. The British see their opportunity and capture Fort Niagara. McClure, with unaccountable cowardice, then retreats to Batavia, taking his regulars with him. The militia at Buffalo feel weak in numbers and in experienced commanders, while the enemy are burning to avenge the destruction of Newark. At midnight, of December 29th, they appear at Black Rock, and drive back the volunteer guard in confusion. Up Niagara Street they come, setting fire to every house, and their savage Mohawk allies scatter through the wilderness of what is now the populous tenth and eleventh wards. At every clearing they burn the homes and tomahawk the farmers. The volunteers rally at the corner of Main and Niagara Streets, where they fire a nine-pound gun until they break a truck wheel, and thus crippled, Dr. Chapin tears off a piece of his shirt and waving it on his sword advances to surrender the whole town to the vengeful invaders. But he is not in authority and the enemy, after a parley, refuse to treat with him. Meanwhile the Indians have reached upper Main Street and are coming down in hordes, burning and massacring as they come, but fortunately most of the women and children have fled on Seneca Street, and in the snow along the lake shore.

Fire laid nearly the whole village in ashes that day, and on the next the enemy returned and finished their work. Not half a dozen buildings remained. Newark was fully avenged.

These are the last eventful scenes for Buffalo, in the War of 1812. In 1814, the Americans captured Fort Erie, and fight the victorious battles of Lundy's Lane and Chippewa. General Jackson takes New Orleans and peace is declared.

Slowly the village is rebuilt. In 1822 a new village charter is granted superseding the one of 1813, which

the destruction of the town seemed to have invalidated. Brick is now largely used for building instead of combustible lumber and logs, and a rival newspaper, the *Niagara Journal*, stimulates discussion and helps to advertise Buffalo as a place of desirable residence. The court house, built in 1816, is an imposing brick structure, that stood and was used until 1876. The Erie canal is projected; a slave woman and child are advertised for sale in the *Gazette* of January 27, 1818; St. Paul's Church is organized; stage routes are opened in every direction, and in 1818, also, the great Seneca orator Red Jacket christens the first steamboat to ply the lakes. She has a walking-beam engine, is launched at Black Rock, and is named *Walk-in-the-Water*. The Rev. Father Kelly of Rochester comes to Buffalo in 1821 and says the first mass of the Roman Catholic Church in this region since Father Hennepin and his bark chapel, and he says it in St. Paul's Episcopal Church!

From Mr. Henry S. Thayer's valuable little "Corporate History of Buffalo," we learn that the first tax in Buffalo was levied November 11, 1816, and amounted to \$1,400; that the first fire company was organized on March 7, 1817, and the second in 1824; that in 1826 licences were granted to fourteen taverns and sixty-four groceries; that sidewalks were ordered laid July 27, 1829; that on April 20, 1832, the City of Buffalo was incorporated, with five wards, and that the foundation of the present city charter was laid in a convention called in 1853 to revise the charter of 1832.

In April 1821, Erie County was separated from Niagara County, and Millard Fillmore, a young lawyer, began to teach school on upper Main Street. The harbor of Buffalo Creek was being built by the admirable energy and pluck of Judge William Wilkeson, with money raised by private enterprise, and by this Black Rock gets a set back, as well as in the efforts of that ambitious village to be the terminus of the Erie Canal, for the commissioners—De Witt Clinton, Gen. Stephen Van Rensselaer, Henry Seymour, Myron Holley, and Samuel Young—hear the claims of both villages (in dignified court in the dancing hall of the Eagle Tavern), as championed by Judge Wilkeson and Gen. Peter Porter, respectively. On August 9, 1823 ground is broken near the present Commercial Street bridge, for the great Erie canal, and the event is properly celebrated. The year 1825 saw Buffalo with 2,412 inhabitants, four newspapers and about five hundred houses. That year the whole country was absorbed in a sensation equalling the recent Kemmler execution—the trial, condemnation, and hanging of the three Thayers, for the murder of John Love in the village of Boston, Erie County. That same year La Fayette visited Buffalo, and it was also the date of the laying of the corner-stone of "Ararat, a City of Refuge for the Jews," by the eccentric Hebrew journalist, Major Mordecai Manuel Noah, who planned to build such a city on Grand Island. Messrs. Bigelow and Larned thus describe the event:

"The stone was cut from the Cleveland, O. sandstone quarries, and after being engraved, was placed on the altar of St. Paul's Church for the ceremony of 'laying.' There was a grand procession of soldiers, Free Masons and citizens, with Major Noah in black and crimson robes as 'Judge of Israel' wearing a golden medallion and chain. The band played the march from Judas Maccabeus, the organ swelled forth a 'Jubilate,' the congregation sang 'Before Jehovah's Awful Throne' 'Old Hundred,' morning prayer was said, Rev. Addison Searle, the rector of St. Paul's preached, Judge Noah explained his project, the Masons 'laid' the corner-stone, the crowd dispersed, guns were fired, there was a banquet at the Eagle; Major Noah went back to New York—and that was the end of 'Ararat.' The corner-stone now reposes in the rooms of the Historical Society."

The same year the Erie canal was opened, with great ceremony throughout the State. Cannons were placed the whole length of the canal, within hearing distance of each other, and when Governor Clinton and his party left for Albany on the first boat the event was telegraphed, by cannon shots, to Albany and back. Judge Wilkeson, later, brought a barrel of ocean water to Buffalo and poured it into Lake Erie, thus wedding the mighty inland seas to the everlasting ocean.

The Niagara frontier produced another national sensation, 1825—the mysterious disappearance of William Morgan, after his *exposé* of Free Masonry. The affair got into politics and in 1829 all the lodges in Erie County gave up their charters.

That awful demon, Asiatic cholera visited America in 1832, returning in 1834, and Buffalo felt its sharp fangs and hot breath. Wagon loads of victims were buried in hastily-dug graves, and doctors, nurses, undertakers and priests worked day and night. Again it returned in 1849, but was not so deadly.

Buffalo grew steadily from the day it got its charter, in 1832, till 1880, gaining an average of about

37,000 each decade. But during the past decade (1880-1890) she has gained 101,109. Sometimes a "boom" was worked up, by land speculators, and was invariably followed by a crash.

Still another national sensation had its rise and death on the Niagara frontier—the Patriot War, so called, being an effort of a political party in Canada to free the Dominion from British control. The many sympathizers on the American side, who were organized into secret societies, and the attempts at invasion, together with the burning of the steamer *Caroline* at Schlosser dock, foot of Sugar Street, Niagara Falls, and her fiery flight over the great cataract, made talk for two nations, and added many interesting pages to our local history.

Business was paralyzed by the financial panic of 1837, but soon recovered, and 1842 saw the first railroad enter Buffalo—the Buffalo and Attica Railroad. To-day there are twenty-seven railroads in and to this city, with more than 650 miles of tracks within the city limits, or more than any other city in the world, and four new roads are projected and building, including the great Canadian Pacific. The railroads own, within the



forty-two square miles of our city, 3,600 acres of land. The depots of nearly 12,000 miles of railroad are concentrated in this city, and adding the sidings, second, third and fourth tracks, and the total would be 25,000 miles. When Buffalo was incorporated, in 1832, there were but 100 miles of railroad in the United States.

It is not the purpose of the writer to make these pages a faithful record of Buffalo's history. It is only an historical sketch, and much of great importance must necessarily be omitted. But he prefers to slight these later years, and leave unwritten the events of the Rebellion, and of the thirty years following 1850, because those events are fresh in the minds of thousands of our citizens, and are written in their memories more accurately and graphically than can be told by a younger man, who, as is true of the writer, has no personal recollections whatever of that awful conflict. Therefore, in the succeeding pages, come with him and look into the wonders of growth, commerce, trade, and municipal development that shall be unfolded by a study of "To-day in Buffalo."

## CHAPTER VII.

A NEW STUDY OF BUFFALO'S MARVELLOUS GROWTH ON SOME OF HER MORE PROMINENT LINES OF DEVELOPMENT—ASTONISHING FACTS REVEALED BY COMPARING THE COMPLEX FIGURES OF OUR COMMERCE WITH FAMILIAR FEATURES OF GROWTH—IF OUR ANNUAL GRAIN RECEIPTS WERE DUMPED INTO LAKE ERIE, A BUSHEL A MINUTE, IT WOULD TAKE MORE THAN TWO HUNDRED AND TWENTY-FIVE YEARS TO DISPOSE OF THE TOTAL AMOUNT—OUR ANNUAL LUMBER IMPORTS WOULD LAY A PLANK SIDEWALK TEN FEET WIDE AND NEARLY TWENTY THOUSAND MILES LONG—OUR YEARLY EXPORTS OF COAL WOULD FILL A TRAIN OF CARS TEN THOUSAND FIVE HUNDRED MILES IN LENGTH—SIMILAR STORIES ABOUT ALL OF OUR STAPLE IMPORTS, AND ALSO OF THE CITY'S MUNICIPAL GROWTH.

COME where thy broader path, O! History, waits,  
 And walk with Empire through her western gates:  
 Come where a fairer day to Earth is born,—  
 The Old World's evening is the New World's morn,—  
 And, in the lustre of that larger Sun,  
 Look forth and see thy grandest task begun.  
 No pomp or kingly glory here has birth,  
 Nor crumbling temple sinks to classic earth:  
 But, young and fair, beneath these western skies,  
 The emblems of a hundred Empires rise.

*David Gray.*

It is said of Gladstone that when, as Prime Minister, he urged the passage of the annual Budget, he had a happy faculty of making figures interesting; of weaving a fairy tale to his hearers, while unwinding a mile of numerals, and of relating most enchanting anecdotes while unfolding endless royal requests for revenue.

It is indeed a happy faculty, for figures are dull, stupid things, and even dressed up in the silk clothes of rhetoric they still remain headaches to most people.

It is easy to say that Buffalo's growth is wonderful, and another thing to prove it, and it cannot be proved without figures, so here goes for the inevitable:

Take the grain trade. Living men remember when vessels loaded with wheat, from western lake ports, were unloaded at the old Central Wharf at the foot of Main Street, by carrying the grain up a ladder out of the hold in tubs on men's shoulders. Last year the grain received by Buffalo amounted to 118,273,430 bushels. If this grain were put into tubs and placed on men's shoulders, a bushel to a man and the men two feet apart, the procession would reach 44,800½ miles, or nearly twice around the earth at the equator. If dumped into Lake Erie, a bushel every minute, it would take 225 years, 3 months and 5 days, reckoning 365 days to the year, to throw this grain away. If this almost incomprehensible flood of grain is pouring into Buffalo to-day, with the great Northwest only beginning to be developed, what will be the receipts in the coming years? And what a stimulus to the growth of this city; for the men to receive, handle, weigh, measure out, and re-ship or grind this grain must live in Buffalo!

Take the lumber trade. The same living men remember when Michigan, Wisconsin, and the Georgian Bay region was a howling wilderness, with wild animals the only inhabitants, and never an axe had felled a tree to be floated in a raft to Buffalo, or sawed up and shipped here as lumber. How is it to-day, when high priced dock privileges have driven the bulk of the business to our suburban port of Tonawanda, where it is principally owned by Buffalo men? The combined receipts of lumber at Buffalo and Tonawanda last year (not including stave bolts, staves, or railroad ties, of all of which the imports were large) were 1,043,790,200 feet, or sufficient to lay a plank sidewalk ten feet broad and 19,769 miles long, or more than three-fourths the distance around the earth at the equator. If a man were to stamp the letter "A" upon each square foot of this lumber, and if he could stamp two feet every second, it would take him nearly seventeen years to finish the job! And the lumber business is not falling off in the pine regions, as has been said. The exports to Buffalo and Tonawanda have increased seventy-five per cent in the past ten years, and now comes the Canadian Pacific railroad into Buffalo, direct from the inexhaustible pine forests of the British provinces.

Take the iron trade, the most hopeful of any of the imports of staples. In 1870, the receipts were only 60,242 tons. The mines of Pennsylvania sent a little more each year during the decade ending with 1880. Since that time the great, rich mountains of Bessemer ore have been found at Lake Vermilion and worked. The ore cannot be profitably smelted there, nor at Chicago, Milwaukee, nor at Detroit, because coal is too expensive, but the vessels carrying up cargoes of coal from Buffalo bring this ore down to the Queen City on their return trips, and thus the imports were increased to the enormous total of 179,840 tons received in 1889, or a gain of 696 per cent. since 1870! And the trade is only just begun, with natural gas fuel in abundance soon to flow into Buffalo, to make this one of the cheapest smelting points in the world.

Look at the live stock trade. As the flocks of sheep and herds of cattle multiply on the western mountain sides and prairies; as the swine fatten in the corn states and horses increase upon the blue-grass pastures of Kentucky; as the profitableness of raising all these animals is yearly proven to the producers, and thus induces more millions of American and foreign money to go into those industries, so surely do they one and all combine to increase the prosperity of Buffalo, their natural market and distributing point. Let us prove this by figures.

In 1857, when Gen. Fremont "The Pathfinder," had just opened up the great West, and the raising of cattle was established as an industry, Buffalo received 108,203 head of cattle. In 1889 she received 898,149 head. In 1857, Buffalo received but 117,168 head of hogs, but last year (1889) the number was 3,966,560. In 1857 this city received only 307,549 head of sheep, but last year the total was 2,431,800, making her the largest sheep market in the world. See the increase in the horse business of Buffalo: Ten years ago (1879) the receipts were 20,976 head, that grew to 59,033 head in 1889, or an increase of more than 181 per cent. in the past decade, making Buffalo one of the largest horse markets in the world.

The importance of Buffalo as a meat packing and slaughtering point has also wonderfully developed in the past ten years, and many cattle men believe that it will outrank Chicago in these industries before another ten years. Here is a comprehensive way of showing this increase in the number of animals slaughtered:

	Head of cattle	Head of hogs.	Head of sheep.
1879.....	28,000.....	106,295.....	88,600.....
1889.....	66,500.....	1,894,785.....	790,800.....

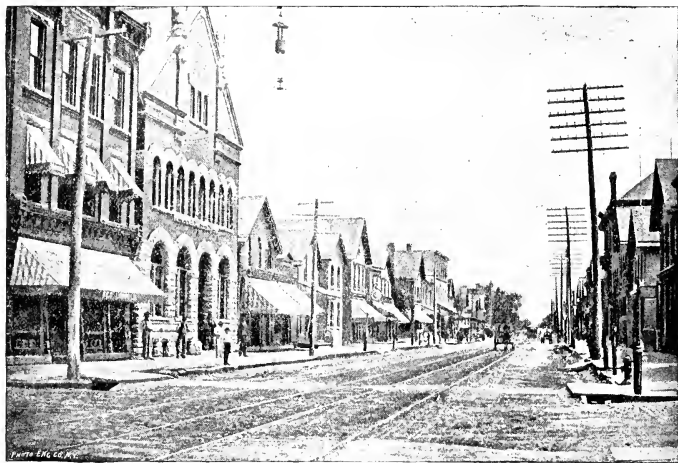
Increase in cattle slaughtered, 138 per cent.; hogs, 366 per cent.; sheep 792 per cent.! A magnificent total, and made for the first time on this page. And think of the men whom this great labor at East Buffalo must employ, as the business increases, and it surely will, in the coming years. It is no wonder, of the gain of 101,409 inhabitants made by Buffalo in the past ten years, with her thirteen populous wards; that the three wards of East Buffalo should have gained 63,145 of that number, or more than 56 per cent. of the net gain of the whole city!

Look at the coal trade, that more than any other single possession makes Buffalo the mistress of an inland empire.

Before the development of the Northwest, Buffalo was only a local distributing point for coal. But as the homes and hearth-stones multiplied in the West, with their supporting factories and locomotives, the demand for coal increased, and it was too expensive to send it West on wheels. So the producers sought the natural highway—the lake—and brought their millions of tons of coal to Buffalo to be put into vessels. This handling of fuel added more thousands to the city's population, and raised her up to be the largest coal distributing point in the world, which place she proudly holds to-day. This great progress has principally been made in the past decade. We see that Buffalo received, from all sources, only 1,827,804 tons of coal in 1879, while last year (1889) her exports alone were 3,168,313 tons, exceeding her imports of ten years before by seventy-three and one third per cent., not including the immense consumption of coal in Buffalo for a whole year. It is estimated that the family consumption, not including factory uses, was 305,000 tons in 1889. The requirements of manufacturing, and of the thousands of locomotives running out of the city, was many times greater than the family use. Estimating the average load of a freight car to be twenty tons, and the average length of a car 35 feet, it would take a train of cars more than 10,500 miles long to haul the coal exported by Buffalo last year. This train would reach, in a direct line, if it were possible, from Buffalo to the South Pole, and a thousand miles beyond; or due West to Peking, China, and if a carload were dumped every minute, it would take eleven months, in working days of ten hours each, to unload it. If we are to judge from the preparations now making, this

enormous output of coal from Buffalo will be doubled in the next five years. We now have nine shipping docks and coal pockets in the city, with a daily average shipping capacity of 27,500 tons. In addition to these, just over the city line in Cheektowaga is the stocking coal trestle of the Delaware Lackawana & Western Railroad Company, with a capacity of more than 100,000 tons storage. Also at the same place the Lehigh Company has built a stocking plank of 150,000 tons storage, with a daily shipping capacity of 2,000 tons. At the same point the Erie railroad has a plant for storing 100,000 tons, and for delivering 1,000 tons a day; and the New York Central road is now building there a coal storage trestle to accommodate 250,000 tons. The Buffalo, Rochester, and Pittsburgh Company has also bought land for a big coal storage trestle.

So we see that Buffalo's grain feeds nations; that her lumber would make shelter for millions; that her iron trade gives employment to hundreds of thousands; that her live-stock feeds millions of the race, and that



William Street, looking East.

her coal keeps the wheels of all the factories in an inland empire in motion, and cheers, and brightens, and warms a million homes.

Now listen to Buffalo's minor stories of progress. Her imports of lead were thirty-five times greater last year than ten years ago; her receipts of copper were proportionately great; of fresh fish, the imports were 10,260,000 pounds, making her the largest fresh fish market in the world; of manufacturing there was an increase of 100 per cent. in the number of establishments and of the capital invested. In the past ten years, the banking capital of Buffalo has doubled; the increase in real estate values, as shown by the Assessors' books, has been 89½ per cent. or nearly 9 per cent. a year on every dollar invested in land in Buffalo. There has been an increase in marriages of 78.6 per cent.; of births over deaths, a gain of 46 per cent., proving the claim for healthfulness of the city; of post-office business there was a gain of 287.5 per cent., and of custom house receipts, 68 per cent. increase. The city's own business shows that her additions to corporation property made a gain 168.6 per cent. in the decade; of water supply, an increase of 252 per cent.; of street paving an increase of 112 per cent., and in length of sewers, 97 per cent. Her school registration increased 74.2 per

cent., and the cost of maintenance 168.5 per cent., while the number of teachers is 50 per cent. larger than it was ten years ago. When it is remembered that during the same period the population of Buffalo increased 66 per cent., or nearly three times faster than the growth of New York City, as shown by the last census reports, it must be admitted that this development has been solid, healthy, and in no way nor in the least as the result of "a boom."

## CHAPTER VIII.

THE PROGRESS OF BUFFALO AND THE LAWS GOVERNING THE GROWTH OF A GREAT CITY—THE NIAGARA FALLS TUNNEL PROJECT AND ITS PROBABLE EFFECT UPON THE FUTURE OF BUFFALO AND THE NIAGARA FRONTIER—COST OF WATER POWER AT OTHER MANUFACTURING POINTS—AN ESTIMATE OF BUFFALO'S POPULATION FOR THE YEAR 1900, BASED UPON FACTS SHOWN BY THE CENSUS REPORTS—NATURE CONSPIRES WITH MAN TO GIVE BUFFALO ADVANTAGES SUPERIOR TO ANY OTHER CITY.

Nature, a mother kind alike to all,  
 Still grants her bliss at Labor's earnest call

From art more various are the blessings sent—  
 Wealth, commerce, honor, liberty, content

*Goldsmith.*

The present proud position that Buffalo holds among the great cities of the world was won by Labor and the peaceful arts, favored and blest by Nature.

There are certain elements in the growth of a great city which may perhaps be called laws, so fixed and certain is their course and effect. Let us look into these laws:

The growth of a city is like the building up of a private fortune. The first thousand comes slowly, by great labor, economy and foresight. After the first thousand it becomes a little easier to get ahead, and growth becomes steady. The proportion of growth increases, until what was only a slow but sure pace, becomes a trot, and the trot a gallop.

After a man gets a million dollars, everything runs his way—opportunities, advantages, and even circumstances seem to conspire to make him richer. So with a city. There comes a time when the village buds into a town. Soon the town, as a city, gets a charter. Then, with the powers of a corporation, it begins to improve itself—to build parks, have street railroads, fine schools and business blocks, and constantly adds more facilities and advantages to induce outsiders to come in, and at the same time this ratio or proportion of growth increases until everything runs that way. And, lo, the city is a metropolis! dictating in commerce, politics and finance; able to make its power felt throughout the globe.

It has been like this with Buffalo. It took her more than half a century to climb from a population of 8,653 to become in 1870, the thirteenth city in the Union, in population. But, see how the hard struggles of her early years, and the foresight of her pioneers, made her present wonderful development possible. Her geographical position was most favorable. She was the jumping-off place between the great inland seas and the ocean. She was the gateway through which commerce to the seaboard had to pass. As this commerce grew, she grew, and if every Buffalonian would but stop to think of it, he would rejoice at the prosperity and the building up of Chicago, Danth, all the upper lake ports, and those cities "on Dakota's plains," for their increase means our growth; their prosperity, ours. And to the effect upon Buffalo's growth of this development of the great Northwest, sending its countless tons of freight to and through Buffalo, must be added the effect of the increasing population of Western New York, whose twelve counties to-day hold more than 2,000,000 people—a district of which Buffalo is and always will be the natural distributing center.

As a proof of the truth of the parallel between the increase of a fortune and the growth of a city, I have brought figures to assist the case. The fact that the more money a man makes the more he can make (because the more power given to him, the more he has of it to exert, and money is a power) needs no use of figures to prove. But that the ratio of gain in population that a city gets from a healthy growth, increases by the very possession of this power is proven in this manner: In 1860 Buffalo had a population of 81,129—not a large

city. There was a good deal of the overgrown village about her, even then. Ten years later she had become the home of 117,714 people—a splendid record. This was a gain of 45 per cent. in ten years. But with these new inhabitants came more laborers, more advantages, better facilities for business, and more of that potent factor—money. Then we see our economic law assert itself. Buffalo has reached that point when, like the fortune, everything is running her way—opportunities, advantages, and a conspiracy of circumstances—and she is rushing on to become a great metropolis. So we see that from 1880 to 1890, she jumped from 155,134 to 256,543 (less than the City Directory estimate, July, 1889—266,588) or a gain of 66 per cent. in ten years.

A keen observer, a graphic writer, and one of a family of wise men—Frank Wilkeson—has said, through the columns of the *New York Times*: “As I look forward to Buffalo’s future, I am not at all certain that Chicago will be the largest city on the lakes.” And the editor of the *New York Tribune*, having a few facts about Buffalo’s marvelous growth presented to him, exclaims editorially: “The past of Buffalo is secure, and her manifest destiny is evidently to be something tremendous.”

Simultaneously with the announcement to the world that America would hold the next great carnival of Industry and Peace in 1893, the news also was spread that the greatest industrial wonder of the greatest age of man was to be wrought, the conversion of water-power at Niagara Falls into force sufficient three times over to drive all the machinery in Buffalo, and yet take but a rivulet away from that mighty cataract. This was news that two generations had waited for; that old men rejoiced that they had lived to hear; that wise men and historians had prophesied would one day be announced, and news that, even while I write, is still passing from mouth to mouth around the globe. The great New York dailies have given pages to the unfolding of the plan, while those accurate and conservative journals, the trade and industrial papers, have begun to see, in the very near future, all the wheels of the Empire State turned by the mighty cataract, and themselves are prophesying in Niagara’s name.

Let us approach this wonderfully absorbing subject calmly, and try, by simple statement of fact and by simple figures to learn just what can be expected for Niagara Falls and Buffalo from the development of this water-power.

The plan is well-known. A tunnel starting from the level of the river below the Falls, and being about 24 feet in diameter, will be bored for nearly three miles almost parallel with the course of the river above the Falls, and gradually inclining upward until at its end it will still be 145 feet below the level of the river. The tunnel will not be directly under the river, but some distance to the east. Canals will be dug from the river over to and past a line on the surface of the ground directly over the tunnel, but on this line perpendicular shafts will be sunk straight down to the tunnel, and turbine water wheels will be set at the bottom, fed from the canals above, and emptying into the tunnel, which is merely a tail-race. The canals above will float ships, and on their banks mills will be built for all kinds of manufacturing where great power is used, and also for converting the power into electricity, for distribution to Buffalo, Lockport, Tonawanda and other points—possibly to Toronto. Picture for a moment the great wheat fields of the Northwest and remember that there will be but two handlings of grain between the fields and the millstones at the everlasting cataract. Imagine this power produced at one-fifth the present average cost of steam power, and the mills begin to multiply along the shore of the Niagara River in one grand stretch from Buffalo to the mighty waterfall. Then remember that the tunnel can be lengthened from its two and a-half to twenty miles, and that instead of one a score of them can be built.

Yet it is not with the possibilities but with the reasonable certainties that we are dealing. One hundred and fifty thousand horse power can be produced by the present tunnel plan when completed. The Cataract, Construction Company of New York City and Niagara Falls has entered into a contract with the Niagara Falls Power Company (which owns the franchise for developing the power) to complete this tunnel by January 1, 1892. The price for their work will be about \$3,500,000. Among the officers of the construction company are: Edward A. Wickes and F. L. Stetson, vice-presidents; W. B. Rankin, secretary; and George H. Kent, treasurer. Mr. Stetson is the Hon. Grover Cleveland’s law-partner in New York. Among the gentlemen connected with this company are members of such well-known firms as Winslow, Lanier & Co., Brown Bros. & Co., Drexel, Morgan & Co., D. O. Mills, W. K. Vanderbilt, W. McK. Twombly, and stockholders of the New York Central & Hudson River Railroad and the New York, Lake Erie & Western Railroad. The engineers of the company are Albert H. Porter, Coleman Sellers and Clemens Herschel. Work has already begun upon the construction of the tunnel.

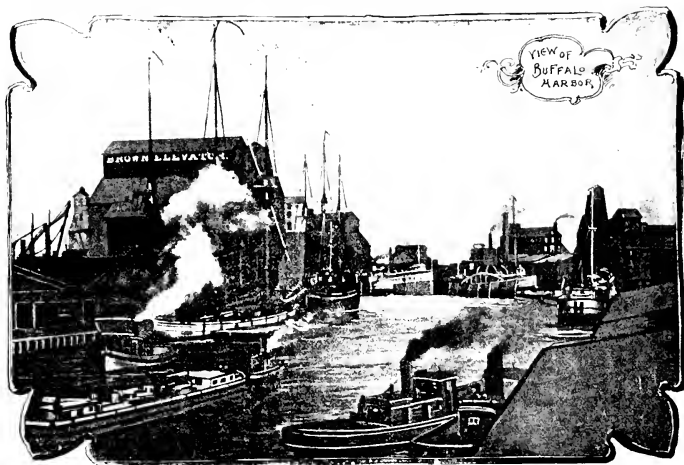


ILLUSTRATED  
**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.

The officers of the Niagara Falls Power Company are: President, Charles B. Gaskin; Treasurer, Frank R. Delano; Secretary, Alexander J. Porter; Attorneys, W. Cayl Elv, W. B. Runkin; Resident Engineer, Albert H. Porter.

The sum of \$40,000 was spent in making the preliminary survey and in determining the feasibility of the project. Thomas A. Edison has been retained to devise a method of transmitting power to Buffalo. He has a map showing the location of every shop and factory in Buffalo where power is used. It shows that 50,000 horse-power is employed. He has already had a corps of men looking over the ground, and is confident that any desired quantity of power can be transmitted to Buffalo by means of a cable laid in the Niagara river. He is enthusiastic over the project.

Sir William Thompson, an English scientist, illustrated before a Parliamentary committee, in 1879, that through a copper wire only half an inch in diameter 21,000 horse-power might be conveyed to a distance of



300 miles, with a current of pressure of 80,000 volts. If power can be so easily and cheaply transmitted, it is likely that many small manufacturers will not care whether their factories are located at the seat of power or a few miles away, especially when that few miles would bring them into the midst of the countless advantages of a city already established, with a population of more than a quarter of a million. But the larger establishments—flour, paper, woollen, and cotton mills—will be located at the seat of power, and their thousands of employees, and the small army of men who will be indirectly employed by the owners of the tunnel, will live within easy reaching distance of the mills. That a great city is to be built up at Niagara Falls is a certainty, and the natural and created advantages make it also certain that the development of that city will be southward, along the river towards Buffalo, as Buffalo's growth is now rapidly northward towards Niagara Falls; and it is not beyond expectation that twenty years hence will see Buffalo, Tonawanda, and Niagara Falls joined in one mighty metropolis. It is already but a step between the homes at North Buffalo and those streets pushing out southward from Tonawanda; and on the other side of Tonawanda towards the Cataract, Ironton and Gratiwick are but suburbs, and LaSalle is already touching Niagara Falls village. The electric street railroad which is to be built in a few months between Buffalo and these points will soon solidify the scattered houses, and nation

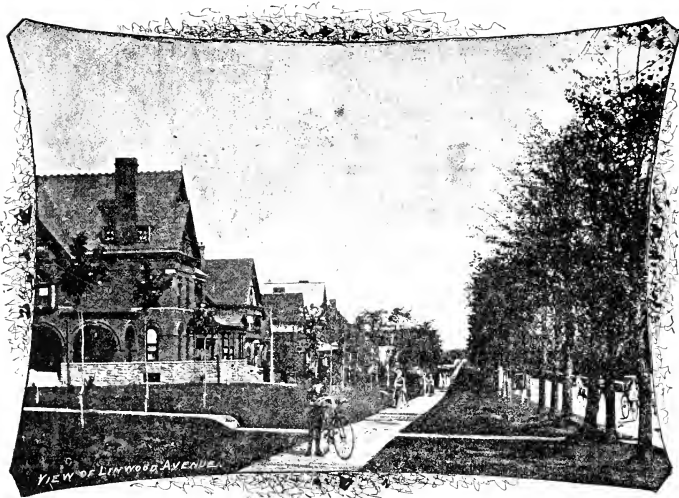
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**BUFFALO** THE QUEEN  
CITY OF THE LAKES

advantages and economy will then cement the towns into one city, as Chicago was joined by her suburban villages.

Rochester manufacturers pay \$39 a year per single horse-power, by steam; Lockport pays \$46 a year; Baltimore, \$45; Boston, \$175; Lowell, \$100; Lowell Pacific Mills pay \$60 a year per single horse-power, by water, and they use 1,000 horse-power. The following prices are charged for one horse-power a year, by water:

	Hours per Day.	Dollars.		Hours per Day.	Dollars.
Paterson, N. J.....	24	\$37.50	Lawrence, Mass.....	10 to 11½	\$20.00
Birmingham, Ct.....	12	20.00	Cohoes, N. Y.....	10 to 11½	20.00
Mayanunk, Pa.....	24	56.25	Holyoke, Mass.....	10 to 11½	20.00
Dayton, O.....	10	38.00	Lockport, N. Y.....	24	16.66
Wameset Dam.....	11½	48.25	Rochester, N. Y.....	24	25.00
Lowell, Mass.....	10 to 11½	20.00			

The late Thomas Evershed, Division Engineer of the State of New York, who is the originator of the



present plan of developing this water-power, believes that power could be sold profitably at Niagara Falls for \$10 a year per horse-power, for 24 hours a day. This would bring a revenue of \$1,500,000 a year to the company, when 150,000 horse-power was in use. The most extravagant estimate of cost of maintaining the tunnel and works after completion still leaves a royal profit on the investment, even were it twice the sum estimated as the cost of building the tunnel.

It is expected that the work of developing this great power will be completed by January 1, 1892. It will be ready, then, for inspection during the World's Fair in 1893. All the nations of the earth will, that year, send delegates to Chicago, and they will go to Niagara to see the twin wonders of the world, Nature's greatest and Industry's greatest: the cataract and the power-generator.

How nearly can we estimate the future population which this power will draw to Niagara Falls, Buffalo, and the shores of the Niagara River? We have a better method of estimating than is generally known.

The tenth census (1880) showed, approximately, that for every single horse-power in use in the United States three persons were employed; that for every person employed four others were dependent. Let us suppose that, of the 150,000 horse-power developed, 50,000 will supplant steam power already in use in Buffalo, and 10,000 horse-power in use elsewhere. Let us suppose that it will take ten years to bring into use the remaining 90,000 horse-power, and that only three persons are dependent upon one laborer, we have, then, 270,000 persons employed at Niagara Falls and the city along the river, with an entirely new population of 810,000 souls. Buffalo increased in population, during the decade between 1880 and 1890, 66½ per cent., without any extraordinary impetus. Give her the same ratio of increase for the next decade and we find her population to be 450,043 in the year 1900. The present population of Tonawanda, LaSalle, Niagara Falls, and Suspension Bridge is about 22,000. Give these towns a normal increase of 50 per cent. in the next ten years and we have an aggregate of 33,000 souls. Add Buffalo, and the new laborers and their families, and we have the magnificent total of 1,273,043 as the probable population of this city, which is to be not only the Manchester of America, but the greatest manufacturing city of earth.

And what of that other side of the river, in Canada, whose towns and villages line the river's shore, and whose thousands are already so joined to us by bonds of commerce, mutual interest, kinship, and dependence? And what of the whole of Western New York, whose agriculture must largely feed this mass of humanity, and of which territory Buffalo is the natural distributing point? There are already more than 2,000,000 people in the twelve western counties of this State.

"What wonders a day hath wrought!" So gigantic are the strides of progress in this great age that hardly do we see inventive genius plant his foot upon the neck of some wild force in nature and make it his slave, than with another bound—and, as we fear, before his captive is taught to render fullest service—lo, he makes another stride into the unknown realms of force and chains still another monster—one in whose veins runs infinite energy, and whose subdued and conquered spirit means the most obedient, the most powerful, the most useful slave and friend to man.

Steam had hardly learned to work before Electricity came and offered to do the work better. Steam plowed the ocean, levelled mountains, and served the hand of man in every labor, but the new creature came to serve both hand and brain; to take the place of steam in turning the propeller and the locomotive wheel, and to bear messages of good will from man to man, in remotest parts of the earth, on wings of lightning. And now, this most obedient, powerful, useful slave is to be wedded to the charming, the mighty, the everlasting Niagara! What potentialities speak in this nuptial knot! Well might all the world attend the wedding feast, for the bride and groom, united, are to plow, reap, thresh, and grind together; are to haul the ship, the car, the railroad train; are to touch into motion a million looms, and lathes, and potent printing presses, and, never sleeping, never tiring, ever increasing, they are to give the laborer rest, that he may wipe the sweat of centuries from his face.

May we not reasonably expect to see, a generation hence, next to London and Paris, the greatest city of earth built upon the shores of Lake Erie and the Niagara River? It may be called Buffalo or Niagara, or an unborn name, but certain it is that the elements are here and are in motion to create this vast city; and in climate, soil, water supply, location, and scenery, Dame Nature conspires with man to make the city the most healthful, the most convenient and lovely. It will be after all these things have come to pass that the wedded pair before mentioned, after long and prosperous house-keeping together on these beautiful shores, will throw open their doors again to the whole world, to such an International Exposition of the peaceful arts as never was seen on this dear old globe before.

## CHAPTER IX.

LET US LEARN A LESSON FROM CHICAGO.—IF THE REAL ESTATE BUSINESS IS A MIGHTY FACTOR IN BUILDING UP A CITY, THEN IT SHOULD BE RECOGNIZED IN THESE PAGES DEDICATED TO THE PROGRESS OF BUFFALO.—BUT THERE ARE TWO WAYS OF DOING A REAL ESTATE BUSINESS: ONE WAY HELPS THE CITY, THE OTHER HURTS IT.—CHICAGO HAS THE BETTER WAY, AND BUFFALO SHOULD MAKE HASTE TO ADOPT IT.—LISTEN TO A MAN FROM GEORGIA WHO HAS DEEPLY STUDIED THE GROWTH OF CITIES, AND THE CAUSES.

"Planting of countries is like planting of woods; for you must make account to lose almost twenty years' profit, and expect your recompense in the end—for the principal thing that hath been the destruction of most plantations has been the base and hasty drawing of profits in the first years. It is true, speedy profit is not to be neglected, as far as may stand with the good of the plantation, but no farther. The people wherewith you plant ought to be gardeners, ploughmen, laborers, smiths, carpenters, joiners, fishermen, fowlers, with some few apothecaries, surgeons, cooks, and bakers."—*Lord Bacon*.

CHICAGO is pointed out nowadays as the most wonderful example of material prosperity and growth in the world. Many men from the east, who visited Chicago forty years ago and met the late Long John Wentworth, strolled with him out over the prairie and listened to his prophecies for the future of the then unattractive and rural town, and secretly envied the giant his enthusiasm while they ridiculed his talk. But Long John bought land away out on the prairies and lived to roll over it in a velvet-lined carriage, to view massive building blocks standing on that land, the owners of which had to pay John Wentworth heaps of hard cash for their possessions.

Long John Wentworth saw with the eye of faith.

There is a man living in Buffalo to-day who knows the secret of Chicago's wonderful development. This man came from sunny Georgia, the land blessed by the birth of Henry Grady—who, more than any other man, made Georgia the present empire State of the New South. The man I speak of knew Grady, and from him imbibed much of that grand man's enthusiasm in his work of developing for the use of man the natural resources of the land where he lived. But unlike Grady, though like him honored—for this Buffalonian was a member of the Georgia Legislature before he was twenty-one years of age—he came North, and successively advertised town after town in a systematic manner, until he raised each into a high point of wealth, population, and prosperity, so that now the future of each is assured without his help.

No matter who this Georgia man is, for he is called a "boomer," and we don't believe in booms, as the term is generally applied. Neither does this man, though he submits to be called that name. There are western towns without a ghost of a show for the future; without any great permanent natural resources to build upon, which have gotten into the hands of land sharks and have been truly, and ideally, and persistently boomed, much to the loss of frugal eastern folks who took stock in the enterprises. Hence the odium upon the word "boom," and justly. But this man I speak of has never been tied to any such sky-rockets. The towns he assisted did not go up like rockets and down like sticks. They stayed up.

But the point in all the praise of this man is to establish your faith in his judgment, for he speaks from an experience as unique as it has been varied.

"The secret of Chicago's growth," says he—"the real push behind its great tidal wave of prosperity, was a land company—a big one. When Chicago, some ten or twelve years ago, got to a point in population and renown equal to that of Buffalo to-day, there was a company formed, of enterprising, pushing, hustling men. They bought a tract containing thousands of acres inside the then city limits, and they set about to develop it. They didn't do as many Buffalo real estate dealers are doing to-day—that is, they didn't cut it up into small blocks and go to swapping it back and forth among themselves, like horse traders, each time tucking the price up and then looking for another speculator to buy it, until the last man paid so much that no one could afford to build, pay taxes, and live on it. No, they sold the land to outside people. They gave pieces of it away for factory sites, and sometimes gave a bonus. Yet every dollar they gave away in that manner had a string tied to it, that brought back to the projectors a bushel of dollars for every quart thrown away. That was down-

right, progressive, long-headed business policy, and it was generous, too, and also the true generosity it had its reward.

"Now, mark the policy," continued the Georgian. "These men didn't advertise their land as the only paradise on earth. They advertised Chicago, Chicago, everlastingly and everywhere. Chicago, and then took good notice that all the grist they brought to town came first to their mill to be ground. Their land was soon disposed of. Their efforts to bring in outsiders were successful. The city grew, and at every span added value to their land which was real, substantial, and solid value, and which was written down cheerfully as *value* in the City Assessor's books. How different from the values created in a 'walled town,' whose people never grow from additions from without, and who keep bulling the market and swapping their possessions around among themselves. This latter method means a crash sooner or later, because the values are artificial. There is no growth keeping pace with this increase, and sooner or later the bottom of the whole market has got to drop out.

"No, sir. The way to advance a city nowadays, is not by booming it from within, but by adding to it

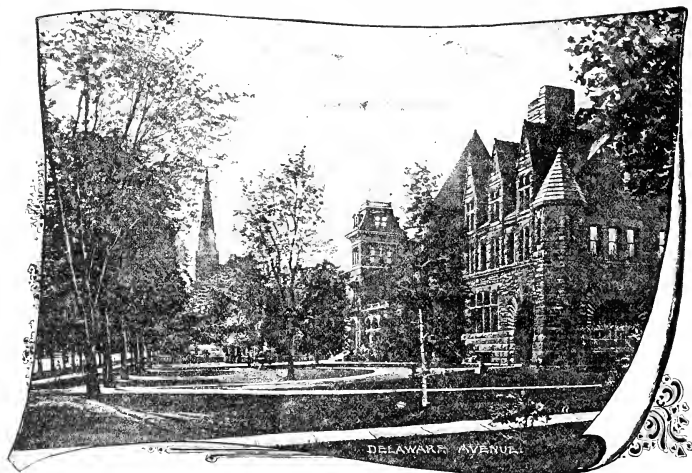


from without. And it must be done just as systematically and generously as a man advances his private business. The time has arrived when competition has created new rules for business, and has laid down new lines of precedent. The chief of these rules is that even if you have the best thing in the world you have got to tell people about it, or the fact will never be known. Your Buffalo merchants don't go yearly to New York now in packet boats to seek bargains. No, the advance agents of the big metropolis come on a limited, lightning express train to see the merchant, and thus customs and methods are reversed. Time was when the discontented father of a family, master of a trade or of a fortune, sought knowledge of other locations and openings for business by going on a long pilgrimage, or he waited long months for letters from friends out West in answer to his enquiries. Not so, now. The discontented to-day drops a dozen postal cards to as many cities, and before he has slept two nights on his hopes the postman brings him a bushel of literature, describing, and with costly and beautiful pictures, the advantages for location offered by these various cities, and the opportunities there for profitable investment of surplus wealth. The biggest bundle of literature is from Chicago, and it was

gotten up by the men, or the sons of the men, who organized that big land company, for those organizers were educators in the art of advertising a city. Thus the discontented man is able to suit the advantages offered all round to his own needs and pocket, and ten to one Chicago gets the benefit of the future years of that man's labor, or of his wealth, if he be a capitalist.

"But, say, how about the postal card which that discontented man wrote to Buffalo? Did any one reply to it? Did any one say, 'Yes, come on here with your strong arms and your young ladies; with your new invention seeking capital to develop it; with your growing factory needing more land, cheaper fuel, and better railroad facilities; with your wealth, fortunately possessed of, seeking rich soil in which it will grow and increase and multiply,—come and share in our advantages, and give us the benefit of your fellowship. We have nothing to lose by your coming, and everything to gain by our growth.' "

There is truth in the talk of the Georgian. We are not making good use of the talent of silver given to us. We are not using it to multiply its value. We have been too conservative; too crusted over with that



narrow, village, shoddy exclusiveness that looks upon every new-comer into our set as an intruder, whom we must summarily squelch. Our rich men are not doing their duty. It is all right to have a certain number of invincible, unmovable, strong pillars in the community, who never budge—who never get out of the way when the elbows of the crowd are punching them very suggestively. We need such men to act as safety-valves over the effervescing schemes and projects of younger blood. But the roof over Buffalo can be supported without so many pillars. It would be a good thing for this city if some of these old stand-bys would cease holding up the roof, and would go out in front and call more people in,—would help the young fellows to tell the passers-by of the good, cool, comfortable, and profitable seats within. We have room for a million new comers, and profitable work for each to do.

Chicago is still putting out inducements, and goodness knows she has been rewarded enough to satisfy any ordinary ambition. Every day tells of some new acquisition to her fold, brought in by nothing under the sun but asking for it, going for it, and insisting upon having it. Read the following telegraph despatch, and if you

cannot see the earmarks of Chicago hustlers in every word, and, between the lines, the ambition to "become the London of the western hemisphere, then you are not up in modern methods of city building ;

"Chicago, July 1.—The transfer was filed yesterday of nearly 400 acres of land south of the Carnegie Iron and Steel Company's mills at Cummings, the consideration for which will be \$385,000. The purchasers are Washburne, Moon & Co., the great wire concern. Several hundred thousand dollars will be expended on improvements, and the firm will erect works capable of giving employment to between 3,500 and 4,000 men."

What Buffalo needs is another organization of its business men, which will set forth our advantages to the world. We have had a Business Men's Association, but it died a natural death, from a disease that is well known. Its lingering death, instead of being a warning against resurrection, should be looked upon as so much experience gained, and the shoal upon which it was wrecked could be avoided next time. Can we not have another organization, managed with full open meetings each month for *all* the members, with social gatherings once in a while where they could meet and talk and dine together; with a membership fee so small that workmen can become members, and ranks so large that no clique or set of men can get control. Can not all who wish to see our proud city seize her destiny, join hands and might and assert her place, ask for her rights, and insist upon it that a city whose population has increased 66 per cent. in the past decade—or more than twice as fast as New York City has grown—shall be recognized by all the world, and shall have added to her the factory chimneys, the church spires, and the countless cottage roofs which now go to towns that possess less natural right, fewer advantages, but more enterprise than Buffalo.

Wake up, Buffalo!—Wake up!

## CHAPTER X.

BUFFALO HAS ONE OF THE LARGEST NATURAL GAS FIELDS IN THE WORLD LYING RIGHT AT HER DOOR.—WORK NOW UNDER WAY TO PIPE THE FUEL INTO THE CITY.—THIS FACTOR, WHICH GAVE PITTSBURGH HER RECENT RAPID GROWTH, IS SOON TO BE A POSSESSION OF BUFFALO.—WITH CHEAP FUEL FOR MANUFACTURING, WITH BESSEMER ORE FROM LAKE SUPERIOR, AND THE BEST RAILROAD FACILITIES, THIS CITY OUGHT TO BECOME A GREATER IRON CENTRE THAN PITTSBURGH OR MANCHESTER OR BIRMINGHAM.—A DESCRIPTION OF THE GAS FIELDS WHICH HAVE JUST BEEN TAPPED AND WHICH SHOW AN INEXHAUSTIBLE AMOUNT OF NATURE'S FREE FUEL.

And again the tongues of flame  
 Start exulting and exclaim;  
 "These are prophets, bards, and seers;  
 In the horoscope of nations,  
 Like ascendant constellations,  
 They control the coming years."

*Longfellow.*

Who can foretell the mighty influence upon the coming years of Buffalo that shall be wrought by the use of natural gas? When those potent "tongues of flame" shall burn under every steam boiler; in every home, shop, factory, stove; in every blacksmith's forge, and in the huge furnaces that are to be kindled, to reduce the fine Bessemer ore of the Lake Vermilion iron mines into fiery streams of progress, may not the poet's prophecy be fulfilled; and may not those tongues of flame "control the coming years"?

When we see how mighty was the influence of this fuel upon the development of Pittsburgh, enabling her in a few years to leap over older and greater cities in the census race, we get some idea of the effect which it must have upon the future growth of Buffalo. It will surely add thousands to her population and millions to her treasury.

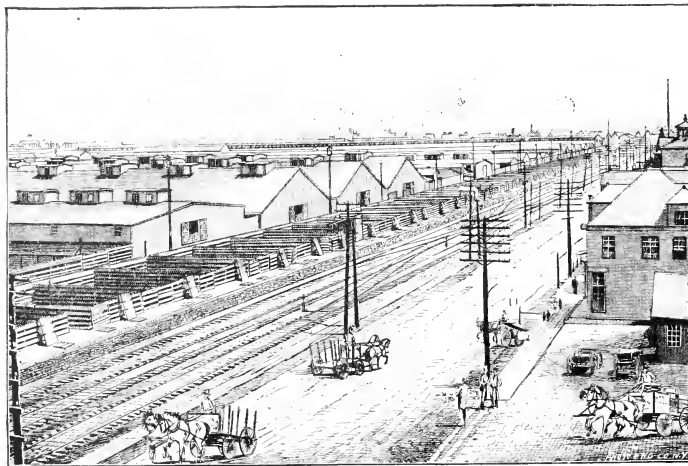
The possession of this natural gas fuel is just as certainly to be bestowed upon Buffalo as is this year's wheat crop of Dakota sure to come into Buffalo's elevators before next Spring.

Local geologists, with more theory than practical knowledge, long ago promulgated their decree that no gas should come out of the earth in this vicinity; that it was not the right kind of earth to produce gas, and

that there was no gas here to come out. But it did come out, in accidental ways, and these wise heads still protested that this territory was not a natural gas field. But the men who smelled gas in their water wells, took more stock in the evidences of their own noses than in the learned protestations of the alleged scientists. They drilled for natural gas, and most of them found it in paying quantities, and several large establishments are now using this fuel out of the very soil of Buffalo. Just a few weeks ago, at Kenmore, a well was struck that now registers two hundred and fifty pounds pressure, and for the safety of the casings it has to be blown off every half hour.

But up to date the most remarkable strikes of natural gas have been made just across the river in Canada. The daily papers have recorded them, and from those accurate sources of news we reprint the following clippings:

KINGSVILLE, Ont., July 31.—Yesterday afternoon gas was struck here at a depth of 900 feet, and the flow is estimated at 20,000,000 cubic feet per day. The roar is deafening, and when the vein was struck, the drills



Stock Yards.

were thrown high in the air, and for ten minutes rocks and dirt came out. There is great rejoicing in Kingsville, and the gas fever has returned with a vengeance. Thousands are flocking to the well.

PORT COLBORNE, Ont., July 12.—Interest in the gas wells does not abate in the least. The output of the latest gusher, namely the Ed Near well, has not yet been accurately measured, but it promises to show the highest pressure of any of the many wells already in and around Port Colborne.

OTTAWA, Ont., July 18.—The Provincial Natural Gas and Fuel Company will this week sign a contract with the Standard Oil Company to supply the latter company with natural gas from their wells in Welland County. The gas will be conveyed in a pipe to Buffalo, and there sold by the Standard Oil people for fuel purposes.

A great many people believe that this vast possession, with all its power as a city-builder, ought not to fall into the control of a corporation, but should be taken by the city of Buffalo and controlled just as her water supply is managed. The city pumps the water, lays pipes to our homes, sells us the water cheaper than in the



ten other leading cities of the United States of equal size, and still makes a profit of \$500,000 a year, which goes into the city treasury. Why could she not pump the gas across the river, lay the pipes to our houses, sell the fuel to us for a reasonable margin above cost of handling, and turn that margin of profit also into the city treasury? Buffalo certainly could do this, but she will not. She is, as a municipality, too slow to seize upon such a sensible idea. Chicago would seize it. Chicago not only drove corporations out of the job of supplying her citizens with water, but she recently took the work of electric street lighting out of the hands of monopolists, and as a result she reduced the cost of each electric light from about fifty cents to less than sixteen cents a night.

But more about the details of this vast gas field, which Nature placed where it is, expressly for the use of man—for the use of Buffalo.

The principal source of Canadian gas is believed to be in the township of Bertie, only twelve miles from Buffalo. It is estimated that the Buffalo Natural Gas Fuel Co., which has control of this Canadian gas supply for Buffalo, have heretofore furnished to their patrons between 3,000,000 and 4,000,000 cubic feet of gas a day. The available supply from the Canadian wells is said to be already more than 20,000,000 cubic feet a day.

The officers of the Provincial company realize that Buffalo is the natural outlet for their gas supply. They see that, compared with the small towns of Canada, Buffalo is by all odds the best market for their gas. They have the right granted their company by the Provincial Parliament to carry the gas to the boundary line between Canada and the United States.

At Welland the company has an office, where Mr. D. A. Coste, who has general charge of the field, is stationed. Mr. Coste has a map showing the extent of territory over which the company has almost complete control. This territory comprises an almost unbroken belt extending from Port Colborne to Bertie, a distance of over nine miles. The company has leased this land, paying the farmers \$100 a year for every well sunk, or if a well be not drilled on a certain farm within a stated period, the company pays the proprietor a small retainer. The company has thus under lease nearly 50,000 acres of land, and has practically excluded the possibility of any other company getting a foothold. The company has already drilled ten wells which are good gas producers, and has thus tested over sixteen square miles of territory. Two wells are now drilling which, if successful, will further extend the tested territory to twenty square miles. The wells are from nine to thirteen miles due west of the city of Buffalo, near the station at Sherkenston, on the Lake Huron and Buffalo line of the Grand Trunk Railway. The centre of this group of wells is about nineteen miles from the city of St. Catharines, thirteen miles almost due south from Niagara Falls, and just about forty-five miles from the city of Hamilton. This is a situation unique for a natural gas field.

The total capacity is 22,700,000 cubic feet a day. The average capacity for each well is 2,270,000. The largest well, No. 6, is capable of producing 6,800,000; the next largest, No. 10, 5,500,000 cubic feet. The rock pressure varies from 510 to 550 pounds at the different wells. The depth of the wells ranges between 876 and 840 feet. The log of No. 2 well shows the following rock formation. The first 425 feet is what is called the Onondaga formation, and is made up of layers of gray limestone and dolomites, black shales with gypsum, brown and dark dolomites with gypsum and black shales with gypsum. The Guelph and Niagara formations, 220 feet, are made of gray, light brown, and dark dolomites with a little gypsum. Then follows sixty feet of black shales, after which comes the Clinton formation, thirty feet deep, of white and gray dolomitic limestones. The last 116 feet is the Medina formation, and is composed of red and white sandstone in small layers, white fine sandstone, black shales and white sand, in which is found the gas. Below this sand are found red shales.

Mr. E. Coste, a mining engineer of Toronto, was the discoverer of the field. He was a young man who had studied the rock formations of natural-gas countries, and had located the field on scientific principles. Mr. Coste may safely be called the "pioneer gas explorer of Canada."

All the wells, as soon as the gas rock has been struck and they have been torpedoed, are immediately corked up by means of powerful cut off valves, thus saving all leakage of gas. No. 10 well may be taken as an example of all the wells. It has a capacity of 550,000 cubic feet, and a rock pressure of 540 pounds. It is situated about half a mile from Sherken's Station, on the Grand Trunk, and is on one corner of Peter Sherken's farm.

A recent visitor to this well saw the valve of No. 10 opened, and thus describes the scene: "The roar of

the escaping gas kept increasing in loudness, until it sounded like ten thousand thunder bursts. It was deafening. It was so loud that it made the ears throb. The gas came out of the three-inch valve like a blue flame. Pieces of board that were thrown into the current of gas were blown up like chips. The superintendent took a good sized plank and endeavored to hold it over the valve edgewise. The power of the roaring gas was so great, however, that it was impossible to keep the plank there a second. Standing near the valve outlet, and stretching out the hand, the feeling of cold was intense. The roar of the gas could be heard miles away."

So it makes no difference whether Standard oil men or the city of Buffalo controls the gas supply, certain it is that this city is soon to have all the natural gas that she can use, and at a price that, considering the other superior advantages for trade and commerce that Buffalo possesses, will bring to our beautiful city in the next decade, thousands of new factory chimneys and cottage roofs.

## CHAPTER XI.

**MIGHTY CITY BUILDERS.**—EFFECT UPON BUFFALO'S GROWTH WROUGHT BY THE SAVINGS AND LOAN ASSOCIATIONS.—THE TOTAL AMOUNT LOANED BY EACH SOCIETY IN THE PAST TEN YEARS, AND BY ALL THE ASSOCIATIONS.—IN SILVER DOLLARS LAID SIDE BY SIDE THE SUM WOULD REACH MORE THAN SIXTY-SIX MILES!—THE WORK OF THESE FRUGAL SOCIETIES IS ONE OF THE GREATEST FACTORS IN THE PROGRESS OF BUFFALO, AND HAS KEPT THE CITY COMPARATIVELY FREE FROM STRIKES AND LABOR DIFFICULTIES.—HOW MORE THAN FIVE THOUSAND WORKINGMEN EARNED THEIR OWN HOMES IN THIS CITY, AND ARE NOW INDEPENDENT AND CONTENTED.

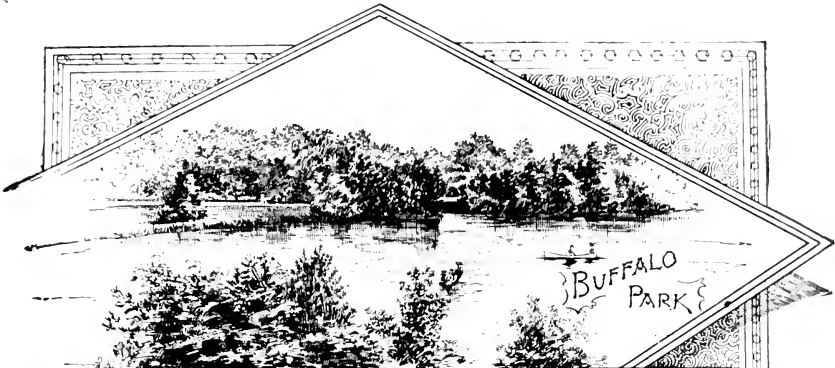
"Contented toil, and hospitable care,  
 And kind connubial tenderness are there—  
 And piety with wishes placed above,  
 And steady loyalty, and faithful love, . . .  
 And thou, sweet poetry . . . with thy persuasive strain,  
 Teach erring man to spurn the rage of gain;  
 Teach him, that states of native strength possess'd,  
 Though very poor, may still be very bless'd;  
 That trade's proud empire hastes to swift decay,  
 As ocean sweeps the labored mole away—  
 While self-dependent power can time defy,  
 As rocks resist the billows and the sky."

*Goldsmith.*

It is a singular fact that there has existed in Buffalo for the past thirty-nine years an institution, or rather a number of similar institutions, the result of whose work has been more potent than any other single factor in building up this beautiful city of homes, and yet the measure of their work has never before been taken.

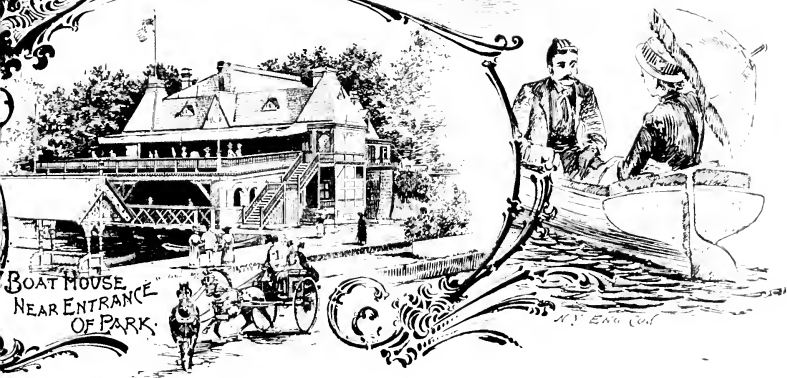
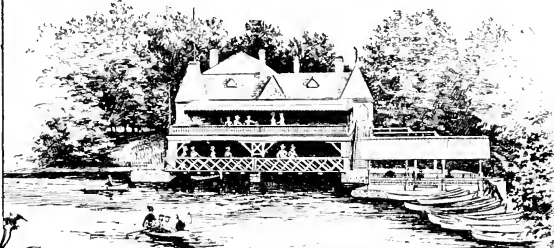
These institutions are savings and building-loan associations. In the language of an eminent advocate of these organizations, the scheme is, "poor men saving money in small sums and loaning it themselves to poor men, at lowest rates of interest, on homes in which the borrower will live, he giving as security a mortgage on his home." They have, generally, no business offices, no salaried managers; do not publicly advertise their wants or the money they have to lend; have little use for banks, and, in fact, save and lend with least possible expense, thus enabling them to add to their profits these items of cost that are saved. Nearly every association in Buffalo meets at the home of one of its members, or in his shop or office, and hence the City Directory gives no list of them, and no one until to-day knew how many organizations there were, or when they were organized, or how much money they had saved, or whether they were increasing in numbers and membership—though it was generally believed that they were increasing rapidly. The savings banks know this fact too well, as their loans made on bond and mortgage to home-builders have been growing proportionately less every year of late.

The economic methods of these frugal people, their loyal co-operation and the success of their plan is an absorbing theme of study in this day of labor difficulties, when the present industrial system is so ably chal-



BUFFALO  
PARK

SCENE  
NEAR ENTRANCE  
OF PARK



BOAT HOUSE  
NEAR ENTRANCE  
OF PARK

N. Y. Eng. Co.

lenged, and the social problem is in every man's mind. One thing is certain, and Buffalo should to-day acknowledge her indebtedness—this city has been kept comparatively free from strikes, with all their attending miseries, disturbances of the peace, and overt law-breaking, by the existence of these very same savings and loan associations, through and by their educational effect upon the workmen of this city. No laboring man will pick a quarrel with his employer, or will allow a fancied or temporary injustice done to him by Capital, to be the means of turning himself and family out of a home which is half paid for. He may, and often does, allow these things to drive him out of a rented home, but seldom, if ever, out from under a roof that he will in a short time call his own. It has been truly said that men will always fight to protect their homes, but not their boarding-houses.

Just what this condition of things is in Buffalo prompted the writer to gather the facts given below, for we have all of us pointed with pride to our city as "a city of homes" when inviting outside capital to come in, and the absence of strikes here we always mention in making overtures to out-of-town manufacturers, to induce them to pull up their plants and re-establish their business in Buffalo.

Before giving these details, the moral value to society in general of the work of these home-building organizations should be urged, and no language better expresses this good work than that used by Colonel Ingersoll in his recent address before the New York State Bar Association, when he said: "As long as children are raised in tenement and gutter the prisons will be full. The gulf between the rich and poor will grow wider. One will depend on cunning, the other on force. It is a great question whether those who live in luxury can afford to allow others to exist in want. The value of property depends, not on the prosperity of the few, but on the prosperity of a very large majority. Life and property must be secure, or that subtle thing called 'value' takes its leave. The poverty of the many is a perpetual menace. If we expect a prosperous and peaceful country, the citizens must have *homes*. The more homes the more patriots, the more virtue, the more security for all that gives worth to life. The more real education the less crime, and the more *homes* the fewer prisons."

The first savings and loan associations were undoubtedly organized in China, by a person named Pong Koong, who lived 200 years *b.c.*, during the Hun dynasty. His societies were called "Lee Woeec," and the rules were that the association should consist of a definite number of persons; that each member should contribute an equal sum to the fund; that at each meeting all members must attend without regard to the state of the weather; that each meeting should be held at the home of the president of the society; and that the sum contributed to the fund should be carefully weighed by him. In case of unavoidable absence of a member, he must send a substitute. The borrower, at each meeting, was required to pay back an instalment of the loan he had previously made, with interest, at a rate per month previously agreed upon. Also, each member at every meeting was to contribute to the fund a sum equal to that which he contributed at the first meeting, and in order to give an opportunity to borrow the collective amount thus formed, each member had to deposit in a lottery box placed on the table a tender or bid, setting forth the additional rate of interest which he was disposed to pay on the amount in the collection box. The tenders were taken out of the box by the president, and the highest bidder took the loan. After the meeting there was a luncheon, each member contributing to the expense. Each member kept a book containing a copy of the minutes of each meeting.

Savings and building-loan associations have been in operation in England since 1795; in Germany since 1852; and in France about the same length of time. The first in the United States was "The Oxford Provident Building Association," of Frankford, Philadelphia, formed on January 3, 1831. The first in New York State was started about 1849. In 1851 a general law was passed for their incorporation, but so little was known about the methods and the best and safest plans, that the law was made very broad and indefinite, until now it has been aptly said that "anything can be organized under the law of 1851, from a cock-fight to a country fair." The law needs immediate amendment, because under it many fraudulent corporations have been born, and piratical associations of other States are allowed to do business in this State without depositing a guarantee fund at Albany.

The first savings and building-loan association in Buffalo was "The City Building and Loan Association," incorporated on August 21, 1851, under the new law passed that year. Since that date there have been four hundred and sixteen associations organized and incorporated in this city.

Of the number whose date of incorporation is known, we find that 15 associations were organized in 1869; 10 in 1870; 30 in 1871; 9 in 1872; 10 in 1873; 5 in 1874; 6 in 1875; 18 in 1876; 15 in 1877; 20 in 1878;

18 in 1879; 15 in 1880; 41 in 1881; 26 in 1882; 19 in 1883; 21 in 1884; 10 in 1885; 41 in 1886; 20 in 1887; 20 in 1888; and 20 in 1889. This shows that in the decade between 1870 and 1880 there was an average of twelve associations incorporated each year, and during the decade between 1880 and 1890 the average was seventeen each year.

The increasing popularity of this comparatively new economic idea among workingmen is thus shown in the fact that there were more than 13 per cent. more associations formed in the past decade than in the previous ten years; also by the fact that during the first seven and a half months of 1890 there were thirty-nine associations incorporated, or more than were ever before formed in any whole year, and nearly twice as many as were organized in any year of the decade between 1870 and 1880. The increasing popularity of the idea is also shown by the increased amount of money loaned each year, as shown below.

A study of the total amounts of money loaned by these frugal societies each year gives a sure insight into the conditions of labor in Buffalo, each year during the past decade. It shows that, as above, comparatively few associations were organized during the hard times of '73, '74, and '75, and the loans of 1873 were nearly one-half less than in the more prosperous year of 1874.

To ascertain the number of loans made in the decade, the average amount of each loan, the total amount each year, and the total for the ten years, necessitated a careful examination of every page in nearly a score of big ledgers in the County Clerk's office. It was a month's work, and here is the interesting result: There were 5,593 loans on bond and mortgage recorded. These were made by 293 associations, out of the 416 that have ever been organized, so that it is safe to say that there are 331 savings and building-loan associations doing business in Buffalo to-day, including those organized in 1890. The total amount saved and loaned by all the associations was \$4,789,142.29, or an average of \$856.27 each loan. When we consider that this vast sum (which in silver dollars laid side by side would reach from the Buffalo City Hall in a straight line for more than sixty-six miles, or as far as Rochester, or Toronto, or Bradford—air line) was saved from the daily earnings of nearly 20,000 workingmen and women of Buffalo, most of it in dimes, half-dimes, and sums less than one dollar, we are moved, not only to admiration at this magnificent testimonial to the thrift and frugality of the people of Buffalo, but we realize, in a measure, the vast material prosperity of our city that it signifies. It is safe to say that each loan made was used in building a home for some workman of Buffalo, or that 5,593 of the 50,000 and odd buildings of all kinds now standing in this city were built from these savings in the past ten years. Very few of the loans were for any other purpose.

The largest single loan recorded was \$11,650, made by the Erie County Permanent Savings and Loan Association; the smallest, \$100, loaned by the Homestead Savings and Loan Association; also one by the Riverside Savings Fund and Aid Association, No. 1.

The total loans of all associations each year were

1880	\$313,837.49
1881	293,100.71
1882	633,372.86
1883	381,767.25
1884	396,307.80
1885	475,461.10
1886	451,157.62
1887	584,446.00
1888	614,430.72
1889	645,260.44
Total for decade	\$4,789,142.29

The six associations doing the largest business in the ten years of our estimate were: Erie Savings and Loan Association, \$341,095; Irish American Savings and Loan Association, \$313,674.25; Clinton Mutual Savings and Loan Association, \$204,540.05; Homestead Savings and Loan Association, \$122,255; Riverside Savings Fund and Aid Association, \$90,900; William and Sherman Savings and Loan Association, \$71,050.

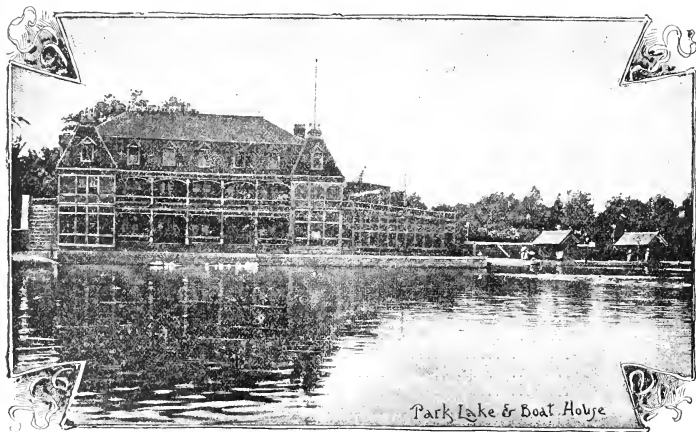
## CHAPTER XII.

BUFFALO THE MOST HEALTHFUL OF THIRTY-SIX LEADING AMERICAN CITIES, AS SHOWN BY "THE NEW YORK WORLD."—HOW HER CLIMATE COMPARES WITH THAT OF LEADING EUROPEAN CENTRES AND WORLD-FAMED HEALTH RESORTS.—THE CHEAPEST WATER SUPPLY OF ELEVEN OTHER LARGE AMERICAN CITIES, AND THE LOWEST TAX-RATE OF THE SIXTY-FIVE MOST IMPORTANT CITIES AND TOWNS IN THE UNION.—EVERY POSSIBLE ADVANTAGE DESIRED BY THE MANUFACTURER, AND BY THE CAPITALIST SEEKING A PLACE FOR INVESTMENT.

"Ye glittering towns, with wealth and splendor crowed,  
 Ye fields where summer spreads profusion round,  
 Ye lakes whose vessels catch the busy gale,  
 Ye bending swains that dress the flowery vale—  
 For me your tributary stores combine ;  
 Creation's heir, the world, the world is mine !"

*Goldsmith.*

SURELY that city which, to furnish raw materials for her industries, takes tribute from every land under



the sun, may claim the world as hers. Civilization is focused upon that point at the foot of the great chain of inland seas where Buffalo makes use of every art and invention of man to aid her thousand different industries ; to give necessities, comforts, and luxuries to her hundreds of thousands of citizens, and entertainment to her daily throngs of visitors.

This city has a heritage in the Niagara River, if no vessels ever rode on its bosom, and no power is ever derived from its fall or rapid current.

The writer has made an inquiry of the water departments of twelve American cities, ranging in population from 165,000 to 450,000, viz. : St. Louis, Boston, Baltimore, Cincinnati, Buffalo, Cleveland, Pittsburgh, Detroit, St. Paul, Milwaukee, Louisville, and Minneapolis, to determine the gross income of their water-works

ILLUSTRATED  
**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.

plants, their operating expenses, income per capita, expense per capita, and net income per capita, and the relative cheapness of Buffalo's beautiful supply of Niagara water for manufacturing and general use. A thoughtful person will underestimate the value of these facts, and certainly not the man or company that is contemplating moving a manufacturing plant here, or of making this city a home.

The inquiry developed the interesting fact that Buffalo supplies water for manufacturing purposes



CASE LOG CABIN OF BUFFALO



PARK BRIDGE OVER DELAWARE AVENUE

as cheap as any of these cities, except Milwaukee. Buffalo charges 3 cents per 1,000 gallons; Milwaukee 5 cents.

If the consumption of water per capita is an index of the degree of cleanliness of people, then Buffalo takes the lead, for she uses 155 gallons a day for every inhabitant, which is more than twice the amount used by the people of Minneapolis, St. Louis, or Louisville, and considerably more than is used by Pittsburgh, Milwaukee, or Chicago.

Comparing the income with the expense of the water-works plants in these cities we find that the expense of maintenance per capita is less in Buffalo than in Boston, Milwaukee, St. Louis, Detroit, Cincinnati, or Pittsburgh, while the income to Buffalo for the use of water per capita, is greater than it is in Cleveland, Cincinnati, Louisville, St. Paul, or Minneapolis.

It costs each inhabitant of Buffalo 51 cents a year to maintain the water-works, while the receipts from the use of water are \$1.90 for each inhabitant. This means that the water department of Buffalo pays a revenue to the city of about \$500,000 a year—a sum that would pay the interest on an investment of \$8,333,333 at six per cent—and yet, our whole plant is only valued at \$741,350. How much better this is than to have our water supplied at exorbitant cost by a private corporation—a burden under which many an American city groans.

If you, reader, are a manufacturer, depending largely upon water—not for power—compare what you are paying now with the cost of water in Buffalo, and doubtless you will find that the saving will, in a few years, pay the cost of removing your plant here. Do not forget our cheap coal, nor our unsurpassed railroad, lake and canal facilities. There are real estate owners in Buffalo, who will give, freely, land enough for your manufacturing site.

That most enterprising newspaper of Christendom, the *New York World*, in January last published an article showing the vital statistics of leading cities of the United States. It was compiled from returns made to the *World* by the health officers of the respective municipalities, the period reported being, in almost every case, for the year ending November, 1889. The article also gave the record of marriages and births, which, not being compared one city with another, was of very little interest to the reader.

But what it did give, of vital interest to every champion of proud Buffalo, was the following array of figures, showing the annual mortality ratio for each 1,000 inhabitants of the following thirty-six American cities:

DEATH RATE PER 1,000 POPULATION:

BUFFALO .....	16.62	Washington, D. C. ....	20.60
Allegheny, Pa. ....	16.90	Atlanta, Ga. ....	20.63
Nashville, Tenn. ....	17.02	Hartford, Conn. ....	20.70
Denver, Col. ....	17.10	Providence, R. I. ....	21.20
San Antonio, Texas. ....	17.18	Patterson, N. J. ....	21.78
New Haven, Conn. ....	17.40	Pittsburgh, Pa. ....	22.04
Galveston, Texas ....	17.45	Brooklyn, N. Y. ....	22.21
Chicago, Ill. ....	17.50	Jersey City, N. J. ....	23.30
Portland, Me. ....	17.78	Newark, N. J. ....	23.70
Cincinnati, O. ....	18.11	Savannah, Ga. ....	23.77
Cleveland, O. ....	18.11	Albany, N. Y. ....	23.81
San Francisco, Cal. ....	18.27	New Orleans, La. ....	24.09
Wilmington, Del. ....	19.10	Boston, Mass. ....	24.97
Baltimore, Md. ....	19.16	Lowell, Mass. ....	24.97
Richmond, Va. ....	19.21	Hoboken, N. J. ....	25.20
Philadelphia, Pa. ....	19.66	New York, N. Y. ....	25.21
Manchester, N. H. ....	19.95	Charleston, S. C. ....	30.79
St. Louis, Mo. ....	20.49	Mobile, Ala. ....	31.20

It should be known, also, that a practice maintains here in Buffalo of crediting against the city all deaths that occur in the city hospitals, invalids' hotels, and medical and surgical institutions, of which there are several in Buffalo that are widely advertised, and whose reputation for skilled physicians is so great that chronic invalids are brought here from all over the United States, who are past all earthly help, and many of whom die here, in these beneficent institutions. This most certainly increases the average death-rate of Buffalo, as given out by her Bureau of Vital Statistics.

Buffalo is favored with cool summers and not excessively cold winters. We know nothing here of the severity of winter weather at Chicago, Duluth, St. Paul, Milwaukee and other cities of the West and Northwest.

The mean annual temperature of Buffalo is 48.9, and the mean annual rain-fall in inches, 42.40. This is within one degree in temperature to the average climate of Denver, Col., Boise City, Idaho, Springfield, Mass.,



Santa Fe N. M., Omaha, Neb., and Olympia, Wash., though the extremes of heat and cold in these widely-separated points differ greatly.

Buffalo has the same average climate as Amsterdam, Holland; Berlin, Germany; Birmingham, England; Glasgow, Scotland; Paris, France; and Vienna, Austria, all of which cities, except Birmingham, are world-famed for their delightful climate. The famous medicinal springs of Germany and Austria, and the sea-side resorts of the English Channel and the Belgian coast have almost the same average climate as Buffalo. Many Southern people come to Buffalo and vicinity every summer, and her neighboring lakes of Conesus and Chautauqua are lined with the summer cottages of Southern planters.

Thanks to that most accurate and complete work, the "People's Cyclopaedia of Universal Knowledge," from the great publishing house of Phillips & Hunt of New York and San Francisco, we are enabled to give outside capitalists another convincing proof of Buffalo's superior position over all other American cities as a place for the safe, economic and profitable investment of money.

The tables of statistics which this great Cyclopaedia publishes are compiled from the latest possible official information, by a corps of learned editors and expert statisticians, including Mr. Joseph D. Weeks, expert and special agent of the United States Census and Geological Survey, also Thomas A. Edison, inventor, and others. Men of this class as compilers, are the highest possible recommendation for the accuracy of the statements made in the book.

One of the features of interest in this publication is a compilation entitled "Debts of the United States Cities and Rates of Taxation, according to the Latest Attainable Data." The cities are named in alphabetical order, and the table shows the net debt of each city, and the tax on each \$100. When re-arranged, to determine the relative cheapness of taxation in Buffalo over the other sixty-five cities named, we find the following proud showing:

<i>Tax on each \$100</i>		<i>Tax on each \$100</i>	
BUFFALO, . . . . .	\$1.61	Brockton, Mass. . . . .	\$1.66
Manchester, N. H. . . . .	1.62	Lawrence, Mass. . . . .	1.66
Pembody, Mass. . . . .	1.62	Hyde Park, Mass. . . . .	1.68
Springfield, O. . . . .	1.62	Haverhill, Mass. . . . .	1.74
Portsmouth, N. H. . . . .	1.63	Worcester, Mass. . . . .	1.74
Cambridge, Mass. . . . .	1.66	New Bedford, Mass. . . . .	1.75



VIEW OF FRONT OF NIAGARA RIVER FROM NIAGARA HOTEL

<i>Tax on each \$100.</i>		<i>Tax on each \$100.</i>	
Wilmington, N. C.	\$1.75	Brooklyn, N. Y.	\$2.32
Kansas City, Mo.	1.75	Bangor, Me.	2.34
Melford, Mass.	1.76	Louisville, Ky.	2.35
Hartford, Conn.	1.81	Cincinnati, O.	2.38
Gloucester, Mass.	1.85	Scranton, Pa.	2.40
Covington, Ky.	1.85	Newark, N. J.	2.44
Fall River, Mass.	1.88	Lake Township, Ill.	2.47
Chelsea, Mass.	1.88	Bath, Me.	2.50
Weburn, Mass.	1.90	Milwaukee, Wis.	2.50
Richmond, Va.	1.90	Toledo, O.	2.50
Philadelphia, Pa.	1.90	Poughkeepsie, N. Y.	2.53
Fitchburg, Mass.	1.90	St. Joseph, Mo.	2.59
Minneapolis, Minn.	1.92	Camden, N. J.	2.74
Anburn, Me.	2.00	Topeka, Kas.	2.75
Biddeford, Me.	2.00	Rock Island, Ill.	2.80
St. Johnsbury, Vt.	2.00	Rochester, N. Y.	2.86
East Saginaw, Mich.	2.02	Jersey City, N. J.	2.90
Bay City, Mich.	2.10	Albany, N. Y.	2.92
Calais, Me.	2.10	Pittsburg, Pa.	2.92
Lynn, Mass.	2.10	Savannah, Ga.	3.00
Maldborough, Mass.	2.10	Schenectady, N. Y.	3.00
St. Paul, Minn.	2.10	Springfield, Ill.	3.37
Portland, Me.	2.15	Chicago, Ill.	3.37
Lewiston, Me.	2.25	Fon du Lac, Wis.	3.50
St. Louis, Mo.	2.25	Hyde Park, Ill.	3.65
New York, N. Y.	2.25	Troy, N. Y.	4.16
Columbus, O.	2.26	Des Moines, Ia.	4.50

Thus it will be seen that Buffalo outranks not only these sixty-five large cities of the Union, but as compared with other larger cities we see that taxes are more than twice as low in Buffalo as in Chicago, and more than 50 per cent. less than in Rochester, Albany, Troy, Pittsburg, Milwaukee, Toledo, Jersey City, Newark, and thirteen other cities named.

It is not strange, then, that the Rockafellers of the Standard Oil Company and other New York millionaires are putting their money into business blocks in Buffalo, and that the great Equitable Life Assurance Company should be feeling after a suitable site for one of their princely office edifices in Buffalo.

Come to Buffalo, men and money. Now is the time for profitable investment. Real estate is cheaper to-day in Buffalo, in proportion, than in any other city in the world of her size, and no city in the wide world has more natural advantages for growth, or a grander, surer future.

GEO. M. BAILEY.

# ILLUSTRATED BUFFALO.

## The Queen City of the Lakes.

The pages that follow contain many of the representative houses of Buffalo, and in connection with the illustrated portion of the work will be found profitable and interesting.

**N**EW YORK, LAKE ERIE AND WESTERN RAILROAD COMPANY. This is one of the most powerful corporations among the railroad companies on the American continent, and is the leading line in Buffalo, where it has spacious passenger and freight stations and an extensive stock yard, the latter being at East Buffalo and the former on Exchange and Michigan Streets. The eastern terminus of this great railroad is in New York City, and between New York and Buffalo the company have a magnificent double track road, affording a delightful view of America's most picturesque scenery, and passing through some of the most prosperous cities in the states of New Jersey, Pennsylvania and New York. In addition to its main line to Buffalo, the Erie has a through line from New York to Chicago, via Chautauque Lake, composed of what were formerly known as the New York, Pennsylvania and Ohio and the Chicago and Atlantic railroads. It also operates numerous branches near New York, and in the coal and oil regions of Pennsylvania and in western New York it reaches every important city and town. The road is in superb condition, and naturally there is no more popular line in the country, especially with experienced travellers. It is one of the fastest routes between New York and Chicago. The Vestibuled Limited trains running between these two important cities daily, via the Chautauque Lake route, are the finest in the world. A train is started daily from New York at 4 p. m., and arrives at Chicago at 8:45 p. m. next day. This is a solid through train via Binghamton, Elmira, Hornellsville, Salamanca, Jamestown, Lakewood, Chautauque Lake, Curry, Mendville, Youngstown, Mansfield, Marion, DeWitt, and Huntington. Every car on this train is new, and every car has the vestibuled platforms making a complete vestibuled train of baggage, smoking passenger-sleeping, and dining cars. The forward car of the train is a composite car, containing large baggage room and a separate smoking compartment. The passenger day coaches are superior to any ever placed in regular service. The interior is mahogany finish, has a commodious toilet room for ladies, and there is a large smoking compartment similar to those in Pullman cars. No extra charge is made for seats in the day coaches on this train, or for first time or elegant appointments, and only the usual standard rates for accommodations in the sleeping cars. Breakfast and lunch are served in the dining car at 75 cents each and dinner at \$1.00. The entire train was built by the Pullman Company for this service is heated by steam, lighted by kerosene gas, and every effort has been exerted to make it the most elegant and comfortable in existence. Another favorite train from New York to Chicago via Buffalo and Niagara Falls leaves New York at 6 p. m. every day in the year. It also runs solid passenger being carried from New York to Chicago without change, securing a view of Niagara Falls by daylight, and arriving

in Chicago at 10:45 p. m. next day. There is a Pullman vestibuled sleeping coach from New York to Buffalo daily, and Toronto, except Saturdays, and also a Pullman vestibuled compartment sleeping and reclining chair car for Rochester, which arrives at 7:30 a. m. Between Buffalo and Niagara Falls and Suspension Bridge, where the company has handsome stations and where connections are made with other lines running in all directions, the company has a most perfect and complete service. For the numerous trains running in and out of Buffalo and their various connections, the reader must necessarily refer to the company's published time tables. For thoroughness and efficiency of service, and for civility and courtesy on the part of its officials, the Erie takes front rank among the American railways. Its cars are veritable palaces. For safety, comfort, luxury, convenience, courtesy, and cheap rates, as well as for punctuality and perfection of service to travellers, the Erie is at all times to be commended. The officers of the company located in Buffalo are: Mr. C. A. Brunn, superintendent; Mr. A. W. Belle, division passenger agent; Mr. J. Bond, assistant general freight agent; Mr. W. N. Pettine, freight agent. The company's ticket office, where all information can be secured, is on the corner of Main and Exchange Streets.

**D**ANIEL D. BIDWELL, Real Estate Broker and Insurance Agent, 20 Niagara Street, Branch, No. 20 Baynes Street. The real estate interests of Buffalo have attained proportions of such magnitude as to enlist the services of many of our most talented and enterprising business men. Much of the rapid development noticed in eligible city realty is due to the honorable and conservative methods of our leading brokers, who have not sought to create inflated values, but rather to retain the market upon the firm basis of actual worth as regards income-producing capacity. Among the reliable houses engaged in this line is that of Mr. Daniel D. Bidwell, whose headquarters are located at No. 20 Niagara Street, and who has a branch office at No. 20 Baynes Street. Mr. Bidwell began operations on March 1, 1890, and has already developed a large, first-class patronage. His practical and intimate knowledge of values of improved and unimproved property, acquired by an active experience, is unequalled in the city. Mr. Bidwell transacts every branch of the real estate business, buying, selling, exchanging, and renting property, forming money on bonds and mortgages, collecting rents, paying taxes, for nonresidents, assuming charge of estates, and selling building lots on time payments. He also possesses ample facilities for writing policies of insurance on the most substantial companies. He is a commissioner of deeds, is popularly known in business circles, and is highly respected for the honorable methods which govern him in all his transactions.

**S**TORY & FOX SHOW CARD AND LABEL FINISHING CO., General Finishers to the Printing and Lithographing Trade, Manufacturers of Printers' Rollers, Steel Dies Made to Order, Etc., No. 125 Erie Street.—The firm or man who boasts of his own vast resources and powers in business is too egotistical to merit confidence, but we feel that we should be doing an injustice to the citizens of Buffalo if we fail to impress upon them the changes and improvements which the establishment of Story & Fox is undergoing at the present time. Having been favored with a most liberal patronage during the past year they have removed their main office from Rochester to this city, and all correspondence should be addressed to No. 125 Erie Street, Buffalo, N. Y. The establishment as improved and enlarged contains 55,000 feet of floor space, and gives employment to a force of about 100 people. The works are arranged in different departments, each under charge of a member of the firm

greatest promptness and when desired can count, pack and ship direct from the works, saving annoyance, delay and detail to their customers.

**Framing and Tin Mounting.**—They make a specialty of framing and mounting of show cards and other work, and carry a large variety of mouldings and only ask a chance to compete on this class of work. Show cards, hangers, etc., tin mounted neatly and promptly, and they are able to handle any quantity of this work. The above two departments are looked after by Mr. J. T. Story, who has had a life experience in these branches.

**Varnishing and Gunning Department.**—Their varnishing and gunning machines are the most complete in the world, and have a capacity of 25,000 to 30,000 sheets per day. This department is under the charge of Mr. A. E. Fox. Fine labels and show cards are much improved by varnishing and the work made much more serviceable



Patent applied for



*To whom it may Concern.*

or one of its most trusted employees, and each department is fully explained in this editorial.

**Office.**—The office is under the personal charge of Mr. F. G. Fox and Mr. R. J. Story, who will be pleased to see all their friends and give estimates for any and all work in their line. Their business being confined to a class of trade in which there is more or less active competition, is necessarily a confidential one, and no one is allowed to inspect any portion of the premises beyond the office. The trade can therefore rest assured that all work will be treated with the utmost confidence as no employee is engaged without a distinct understanding on this point. Their aim is to be fair and just to each and all.

**Cutting Department.**—Their cutting rooms are under the personal supervision of Mr. W. H. Clark, and contain the latest improved machinery for straight paper cutting or die press cutting of all odd and intricate shapes. They cut drug, spool, and barrel head labels, show cards, fans, calendars, tags, cigarette boxes, envelopes, seed bags, and all work required by lithographers, printers, and publishers. Their facilities are such that they can handle large contracts with the

for shelf or store wear, and with but a slight increase in cost. Special prices will be given upon application for all kinds of varnish or gummed work. Gummed paper made to order or gummed after printed, lays flat and keeps in any climate.

**Printers' Roller Composition.**—The composition department is a line in which they cannot be excelled, and is under the supervision of Mr. J. A. Askin, who is the first composition maker in the country. This department also makes a specialty of liquid and gine paste for applying labels on a tin or metal surface, and a fine quality of book binders' paste for printers, lithographers, etc. Space forbids the mention of several other branches of their business, but the trade can rest assured they are prepared to execute any work they may require. The outside work and general management of the business is assumed by R. J. Story, who will be pleased to answer your call by mail, telegraph or telephone.

They take this opportunity to thank the trade for the liberal support given them during the past year and to wish them a happy and prosperous year during 1891 in all their business and social relations.



**T**HE UNION LAND EXCHANGE, Nos. 42 and 44 Niagara Street.—During the last five years Buffalo real estate has attracted a host of investors, and regarding the opportunities for safe and certain profit making in this particular field, the half has not yet been told. Cautious investors generally agree that "land is the basis of all security," and no capital is so secure as that which is judiciously placed in real estate. The man who selects carefully and then backs the growth of a first class American city with his money is almost sure to win every time. Five years ago a few of the people of Buffalo awoke to a realization of the fact that this is destined to become a great metropolis, and that fortunes can easily be made by buying land in the suburbs and waiting for the city to grow out to it. Already many handsome fortunes have been realized in this way, and the foundations of many more have been laid. Ten years ago Buffalo real estate was assessed for \$80,521,500; to-day it is assessed for \$147,168,115—an increase of 83 per cent. in that period. This is an average of more than eight per cent. per annum, and it applies to the entire city—to certain parts where there has been little, if any, real growth, where values remain about as they were ten years ago, as well as to the northern and eastern sections of the city, where the increase has been from 100 to 1,000 per cent. during the same time. Everyone who is interested in such matters knows well that the handsomest profits to be derived from real estate are made in two ways, viz., (1) buying vacant lots at low prices and selling at an increase caused by the legitimate growth of a city; and (2) buying large tracts of land by the acre, subdividing and improving it, and selling it by the foot. Happy is the man who can afford to purchase a tract of land all by himself and subdivide it, for his profits are generally immense. In Buffalo the small capitalists have a way of "pooling their issues," as the sand lot orator (C) of San Francisco was wont to say, and by uniting their capital succeed in purchasing and handling large tracts of desirable lands, and sharing handsome profits thereby. This is the "land company" plan, and in this city has lately become quite popular, owing to the fact that whenever a company subdivides a tract of land and puts its lots on the market, the lots are nearly always offered at such low prices, comparatively, that even stockholders often become purchasers of lots and hold them for the increase. There is one powerful real estate corporation in Buffalo which has unbounded faith in the future of the city, which believes that "now is the time to buy," and is industriously living up to that belief. The *Union Land Exchange* is very actively engaged in investing its own capital and that of its clients outside of Buffalo, in acre property in the suburbs. As fast as land companies are organized by the exchange, and acre property purchased, the land is subdivided into city lots, the streets are improved, and a sufficient number of lots are sold to meet the unpaid obligations. In some instances, however, tracts are held in bulk by previous agreement with stockholders. The principal object of the Union Land Exchange just now is to make as many investments as possible. In the language of the secretary, Mr. W. T. Hornaday, "Now is the time to buy, while values are comparatively low; four years from now will be the time to sell, and reap the harvest." The Exchange was organized and incorporated, with a nominal capital of \$30,000, by a half dozen real estate operators who have for some time been working together, in order to more thoroughly systematize and develop their joint interests. It manages no property save its own or that in which it owns an interest. The Union Land Exchange has, through the interests and investments of its various members, practical control of the lands owned by nine different land companies, representing investments aggregating nearly \$500,000 and an actual value, when fully realized, of over \$1,000,000. The members of the Exchange are large stockholders in all these companies, and fill a number of their most responsible offices. The following are the officers of the Exchange: President, J. T. McLaughlin; vice president, Geo. H. Hedley; secretary, W. T. Hornaday; treasurer, Charles H. Hedley; auditor, Cyrus J. Wheelock; attorneys, Platt & Wheeler. All the officers of this organization are enterprising, well known, and responsible business men. The president, Mr. J. T. McLaughlin, is one of the largest and most successful brokers in realty in the city. His success has been due to two things, good judgment, and faith in the development of the city. During the many years that he has been identified with the real estate business he has successfully conducted numerous important transactions in real estate. Previous to his interest in real

estate he was engaged in the publishing business, and was one of the founders of the Buffalo Press Club, of which he is still a prominent and esteemed member. The vice president of the Exchange, Mr. George H. Hedley, a former resident of Medina, is a well-known capitalist of great energy and ability in the organization and development of large enterprises in real estate. Like all the other members of the Exchange, he has invested generously in Buffalo real estate. The general secretary of the Exchange, Mr. W. T. Hornaday, was attracted to the Buffalo real estate field from the service of the United States Government. For eight years he was connected with the Smithsonian Institution as a naturalist, and it was he who successfully induced the fiftieth Congress to establish a National Zoological Park at Washington, by the passage of a bill appropriating \$200,000. He was appointed by the park commission as superintendent of the park, and in that capacity negotiated with land owners for the purchase of \$158,000 worth of land for the park site, by agreement, thus saving to the government many thousands of dollars, and fulfilling to the letter his estimates and promises to Congress. On the strength of his estimates and plans the fifty-first Congress appropriated last May a further sum of \$92,000 for the improvement of the Zoological Park, under the direction of the Smithsonian Institution. At this point a lack of harmony with the secretary of the Smithsonian led Mr. Hornaday to resign his position, and accept an equal interest with the members of the Union Land Exchange, with whom he had been interested as a silent partner for two years. Previous to doing so, however, he had carefully investigated all the best real estate fields between Washington, D. C., and Seattle, and as a result unhesitatingly declared his belief that in Buffalo, real estate values are comparatively much lower and less "boomed" than in any other large city, while the city's prospects are vastly superior to those of any other. Hence Mr. Hornaday has chosen Buffalo as the best field in this country for profit making in real estate, and brings to the Exchange a thorough knowledge of business organization and administration, and trained executive ability. The treasurer of the Exchange, Mr. C. H. Hedley, is a well known capitalist, builder, and contractor of Medina, a man of rare energy, caution, and foresight, who has set aside all other business interests in favor of Buffalo. In company with Mr. G. H. Hedley he has charge of the department of building and improvements, and their operations in that line have been very extensive. At present they are erecting eighteen houses on properties in East Buffalo managed by the Exchange. Mr. Cyrus J. Wheelock is the auditor for the Exchange, and manager of the department of sales and collections. As a salesman of real estate and a manager of agents he has few equals. He is one of Buffalo's most experienced and best known real estate operators, and like his associates has cheerfully staked everything on the future of the city. It is the modest boast of the Exchange that not one of its members has ever lost a dollar in real estate investments, or ever made an investment which turned out poorly. The Exchange now occupies a handsome and spacious suite of offices in the front of the new Agency Building, Nos. 42 and 44 Niagara Street, which also serve as the main office of the following land companies, all of which have been organized, and are largely controlled by the Exchange:

*The Bishop Land Company*, Capital, \$50,000. President, J. T. McLaughlin; secretary, W. T. Hornaday. The total area of the tract originally owned by this company was 40 acres, situated in East Buffalo, on William Street, at its intersection with Harlem Avenue. Over 300 lots have been sold and less than 100 remain. Houses are going up rapidly on this tract, and as fast as erected they are occupied by men from the many railway shops and yards situated close by. The stock of this company commands a high premium, and there are very few transfers made. Shares that have cost only \$18 each are now selling at \$70, and in exchange have been rated as high as \$100.

*The Oak Grove Land Company* (capital \$100,000; C. H. Hedley, president; Cyrus J. Wheelock, secretary) owns a very fine tract of 23 acres of first class residence property, situated on both sides of Humboldt Parkway, a magnificent boulevard 200 feet wide, with additional frontage on the north side of De-lavan Avenue. This region is destined to become one of the finest in the city. Its subdivision has just been completed, and the lots are to be offered at such low prices ("for residence purposes only") that it is the expectation of those interested that all will be sold within a few months.

The tract of the *Parkway Land Company* (capital, \$100,000; G. H. Hedley, president; C. J. Wheelock, secretary) contains 25 acres,

adjoining and laid out with the tract of the Oak Grove Land Company. Like the latter it has fine frontage on the most desirable portion of Humboldt Parkway and Delavan Avenue, and its low priced lots, sold on easy payments, offer rare inducements to small investors who wish to double their money in three or four years.

**The Mutual Land Security Company** (capital, \$50,000, J. T. McLaughlin, president, W. T. Hennessey, secretary) owns a half acre when first subdivided, 31 acres in East Buffalo adjoining on the north side, the tract of the Bishop Land Co. Since this tract was put on the market about three months ago, eighty-five lots have been sold and fourteen dwelling houses and a store are now in process of erection. Like the lots on the Bishop tract, and those of the two companies to be mentioned next, the lots on the Mutual tract are intended to furnish homes for skilled mechanics and railway employees generally by whom it is apparently well appreciated.

**The Enterprise Land Co.** (capital, \$25,000, owns 25 acres in East Buffalo, next to the Mutual tract on the west and is held in bulk. On account of the expansion of the numerous railway industries which lie near it, the future of this property is well assured, and its owners are content to let it lie as it is for some time to come.

**The Commodore Heights Land Co.** (J. T. McLaughlin, president, B. B. Hamilton, secretary, capital, \$88,000) represents an investment on the Niagara River front, north of the city limits of Buffalo. The tract contains 230 acres of fine land that will very soon be used for residence and manufacturing purposes, and lots are offered at low prices on the customary easy payments.

**The June Land Company** (capital, \$75,000, president, J. M. Edwards, secretary, B. B. Hamilton, both of Danville, N. Y.) owns is now subdividing the Bishop tract, and, with the exception of the members of the Exchange, its stockholders are nearly all residents of Danville. Over 100 lots have already been sold on this tract, and on several of them houses are now being erected. The affairs of this company are in a highly prosperous condition.

**The Woodlawn Avenue Land Co.** (capital, \$30,000, J. B. Gilbert of Le Roy, president; W. B. Aris, secretary) has lately purchased a land subdivided into 194 lots, a very desirable tract of land on East Ferry Street, where it is crossed by the Belt Line R. R. The accessibility of this locality to all parts of the city by means of the Belt Line will make it popular, and highly desirable to those who desire to invest in good residence property at low prices. The stocks of this company as well as the offices are held chiefly by outside investors of Rochester and adjacent towns.

**The Traders Land Company of Buffalo** is, as its name implies, composed chiefly of Rochester capitalists who have visited Buffalo, and studied the real estate situation on the spot. Its capital is \$50,000, and in its corps of officers W. B. Aris is president, and Geo. S. Morley, secretary. The area of the property is 11 acres, and it occupies a commanding situation between two railroads, the N. Y. Central and West Shore, and three great thoroughfares, Broadway, Walden Avenue, and Harlan Avenue. From a speculative point of view this is one of the finest properties ever taken in hand by the Exchange, and is regarded by those interested as a "ripe plum."

Of the nine companies named above, several owe their existence to the outside capital that has been offered the various members of the Union Land Exchange for investment in Buffalo real estate. The Exchange is constantly on the keen lookout for good bargains, and its members have acquired the reputation of being close and careful buyers, as well as genuine "customers" in developing and selling property. Believing that now is the golden opportunity to buy, while values in many sections of the city are still so low, that a great increase in the future seems absolutely certain, the Exchange feels reasonably sure of its ability to secure investment capital that may be trusted to its care so that it will double within from three to five years, to say the least. Those who put their money in investing money, either in bond company stock or vacant lots or in building houses, cannot possibly fail to secure far higher returns than one ever derived from ordinary interest on loans or notes. The Exchange invites the most thorough investigation of its plans and its business methods, its business record, and its investments.

**ASCHOFF & BROS.**, Dealers in Fancy and Staple Groceries, Nos. 543 and 545 Broadway. The members of this firm are Messrs. A. and J. Schoell, the former a native of Germany and resident here the greater portion of his life, and the latter a Buffalonian by birth. This enterprise was founded origi-

nally in 1887, by Mr. A. Schoell, and from the start developed a very large and influential patronage, and in 1888 the present firm was organized by the admission of his brother Louis into the business as a partner. The premises utilized are spacious and commodious, suitably arranged and supplied with every convenience for the prompt and successful presentation of the trade, and accommodation of the large and valuable assortment of goods constantly on hand. The stock carried embraces everything in the line of choice fancy and staple groceries, such as absolutely pure and fresh new crop Yellow Lyson, Senohong, Odong, Gimpowder, Japan, English breakfast and other teas, fragrant Mosler, Java, and Rio coffees, various chocolates and spices, best brands of hermetically sealed goods in tin and glass, table delicacies, sauces, relishes, condiments, foreign and domestic fruits, sugars, syrups, molasses, choice dairy and fancy creamery butter, cheese, fresh laid eggs; farm and garden products, and fish, bakers and laundry supplies, cereal and farm implements, pure wines, liquors, ales and beer bottled for family use, cigars and tobacco, etc. The firm also does a very extensive trade in the choicest brands of new roller process spring and winter wheat flour, buckwheat, rye and Graham flour, cracked oats and wheat, white and yellow corn meal, oatmeal, bran, middlings shorts, mill feed of all descriptions, also baled hay and straw for animal provender. The goods emanating from this house are noted for their superior excellence, purity, and low prices, and customers receive prompt and courteous treatment from polite assistants and orders are delivered at residences in the city free of charge. Messrs. Schoell and Brother are wide awake, energetic, and honorable dealers, highly respected and justly merit the success they have achieved by their ability and industry.

**BUFFALO BELTING WORKS, R. Hoffeld & Co., Proprietors**, Nos. 312 to 336 Washington Street. Without exception the famous house of Messrs. R. Hoffeld & Co. permanently maintains the lead as regards belting, machinery, and all descriptions of mill and engine supplies. The firm is composed of the well known capitalist, Mr. R. Hoffeld, and Mr. T. Gingras, widely celebrated as an expert in all that concerns this business. The firm began business in 1870, and were first located on Seneca Street, then removing to No. 59 Chicago Street and subsequently to Wells Street, and where they were burned out in 1880. They subsequently opened at Nos. 122 to 128 Washington Street but growth of trade and need of enlarged accommodation for its stock after compelled the erection of their present magnificent new building so centrally located at Nos. 312 to 336 Washington Street. It is four stories and basement in height, 60x150 feet in dimensions, and elaborately fitted up throughout, having also all the modern improvements. Here is all necessary factory outfit, and from 80 to 100 hands are employed in the various departments. The firm conducts many important specialties; among others the famous patent indestructible steel center polishing wheel, the lightest, strongest, safest, and most economical, and used by leading concerns all over, also the equally famous "Buffalo Axle Washers," manufactured under Mr. Gingras' patents, and which are cut from pure oak tanned leather, and, with out use of acids or chemicals, pressed in a die and made perfectly round. They are all of uniform in the knees, measuring six to the inch after pressing, and are by far the best, cheapest, and most durable. Another specialty is their elegant lines of solid leather trunk handles, top posts, leather bed from best stock, and entire run of any trunk. The firm carry an enormous stock of the rubber belting of the N. Y. Belting and Packing Co. brand, also their own justly celebrated best quality rubber belting, also by the leader, cotton belting and full lines of iron, packing, hose, etc. This is the leading machinery supply house, and in 1880 the firm, having the room, added full lines of iron, brass, and ironing machines and tools of all descriptions of a make and quality that prices not duplicated elsewhere. Here are best grades of all machine shop supplies and factory engines, and the department under the able management of Mr. J. J. Coggeshall is second in the western part of the state. This firm sell all over the United States, and export to Canada, Europe, and many other places, enlarging their immense trade. Mr. Gingras is the active partner and is the leading authority in his line. He was with Richard A. Smith for ten years and has twenty-two years' experience in this branch of trade with the result that every one can fully rely on his sound judgment, while he is an honored business man, and is everywhere met with the confidence of his fellow citizens and clients.

**V**ICTOR MANUFACTURING CO., Engineers, Millwrights, Machinists, Etc., No. 6 West Ferry Street. In compiling an account of the industries of Buffalo we desire to particularly mention those establishments that are the best representatives of each special line of production, and are contributing to the city's fame and reputation. In this connection special attention is directed to the establishment of the Victor Manufacturing Co., engineers, millwrights, and machinists. This concern has been in operation the past two years, and in that time a reputation has been established and a business of the most substantial character built up, reflecting greatly upon the ability of Mr. R. Laws and Mr. R. W. Aitken, who own, conduct, and manage it. The office and works are located at No. 6 West Ferry Street. The building, a three-story structure, is 19x10 feet in dimensions, and is equipped with the very best improved machinery and appliances, operated by steam power, while a force of from fifteen to twenty practical workmen is kept constantly employed. All kinds of machinery is made to order, a special feature being made of mill machinery and gearing, and of fitting up and equipping mills, etc., besides doing repairing and general jobbing. This concern manufactures a number of patented and improved machines and tools, among which is the Brant-Variety Wood Worker. This machine combines all the essential points of a first-class dimension saw, single spindle reversible shaper, and boring, gaining, mortising or routing machine. The arbor is arranged to work at any angle with reverse motion, and can be adjusted while running. It is especially adapted to a wide range of work, the changes being quickly made. The material operated upon always lies flat on the table, and all tugging up of the material in jacks, etc., is done away with. All kinds of variety shaping or molding, panel raising, grooving, shouling, rapping, cross cutting, boring, mortising and routing, etc., is done on this machine, and it is so arranged that the material can be worked above or below on either side of the arbor. Several new features, combined with rapid changes and easy adjustment, place the machine at the head of all variety wood workers. This is what is said of it. Manufacturers of wood working machinery say, "It goes ahead of everything as a combination machine;" contractors and builders say, "It would soon pay for itself in our business;" carriage manufacturers say, "Just the machine needed in every factory;" pattern makers and variety wood workers say, "We have never seen one machine so complete and applicable to our business." The firm are agents for the World Injector. It is used extensively throughout the country, and pronounced the best, most reliable and easiest handled injector ever before brought to the notice of the public. The Victor Manufacturing Co. are also agents for the celebrated Payne yacht engines, from 2 horse power to 6 horse power, and also for the Payne mounted engines, from 6 horse power to 450 horse power, and Corliss engines, 80 horse power to 450 horse power, which exceed all others, and are the lightest, most durable and substantial engines ever designed. The company are also agents for all kinds of wood and iron working machinery. The Fox Machine Co. and the Fox Patent Universal Plane or groove sawing head, both plain and adjustable, consisting entirely of saws. They also build improved machines for dado cutting, and make a special business of dealing in the American injector, fire plugs, ejectors, etc. Illustrated catalogues and prices are published by the company, and these may be had on application. Advice is furnished gratis, and correspondence solicited. Mr. Laws, who looks after the financial department of the concern, is a practical business man of experience and sound judgment, and well and prominently known in this city. Mr. Aitken is an experienced, expert machinist, and has charge of the works. His reputation as an engineer and machinist is of the highest character, and he ranks among the best in the city. Both these gentlemen are in the prime of life. They are natives of Scotland, but have been in Buffalo for over twenty years, and during their business career have met with a pronounced success, a success such as is only accorded to those whose business is governed by correct and honorable principles.

**G**RIST & WALKINSHAW, Real Estate and Insurance; Office, No. 329 Fourteenth Street, Corner Rhode Island. The real estate and insurance interests of Buffalo have long held a representative position, and are reckoned among those of the greatest magnitude and importance. Hence it is but natural that these interests should be controlled by the best business talent,

Prominent among the most active and enterprising members of the real estate fraternity we find are Messrs. Grist and Walkinshaw, whose office is at No. 329 Fourteenth Street, corner Rhode Island. The business was founded in 1888 by Mr. F. S. Grist, who was recently joined by Mr. J. A. Walkinshaw. They are experienced practical men of unquestioned reputation, and are well known in real estate and insurance and business circles. Among their clientele they number many of the leading capitalists, merchants, and manufacturers. They pay particular attention to buying, selling, and exchanging realty, negotiating loans on bonds and mortgages, and attend promptly and correctly to all branches of the business. They have for sale a number of very desirable residence and business properties, and are always prepared to offer the best inducements to those seeking good safe, permanent investments. They have the very best facilities for assisting small capitalists to secure homes. Messrs. Grist and Walkinshaw are well acquainted with the present and prospective value of houses and lands in the section in which they are located, and are ready at all times to furnish information to those desiring to purchase. The firm also represent a number of the most substantial insurance companies, among which are the Guardian Assurance Co., of London, England; the Home of New York; the Eagle Fire Co., of New York; and others of like character and standing; and can place risks at the very lowest rates. Mr. Grist is a native of England, where he was born thirty-five years ago, and Mr. Walkinshaw, who is forty years old, is from Scotland. They are both well known and prominent in Buffalo, where they have resided for some time and enjoy the esteem of all having business dealings with them. They make a special business of renting houses, buildings, etc., collecting rents and taking care of estates. The office is open evenings, and the telephone call is 1684 M.

**T**HE CRANDALL HOUSE, Near East Buffalo Stock Yards, Asa B. Crandall, Proprietor.—A careful review of the East Buffalo Stock Yards and the live stock interests of the city would be incomplete without special reference to the hotel accommodations provided for stock dealers and commission men. Aiming to speak impartially, we desire to make reference to the widely known Crandall House, of which Mr. Asa B. Crandall is the popular and energetic proprietor. Mr. Crandall was for several years proprietor of the Stock Exchange Hotel, and in October, 1881, opened the Crandall House, which is three stories high and 250x110 feet in area, containing 70 rooms, with accommodations for 175 guests. The Crandall House is a commodious, well appointed, and comfortable hotel, and is conducted in strictly first-class style. It has lately been refitted and refurnished throughout, the improvements costing \$8,000. Mr. Crandall, though a thorough hotel man, is particularly noted for the liberality of his management. When an improvement in the house suggests itself the question of cost never enters into his calculations. The house is provided with all modern improvements, including a billiard room, while the means of escape in case of fire are ample. The bar is fully supplied with a choice stock of wines, liquors, ales, lager beer, and cigars, which can always be obtained here in perfection. During the past four years Mr. Crandall has become largely interested in the sale of horses, and has built and laid out a one third mile track for the accommodation of his friends. This track is surrounded by a fence nine feet high. He intends to erect immediately a large pavilion in the centre of his race grounds for the auction sale of horses. The Crandall House is looked upon as a regular headquarters for stock men while in Buffalo. The rates are only \$1.50 per day, and it may be justly stated that it is not surpassed by any hotel at the same price in the country. The table is one of the best in the city, and is fully supplied with everything in season. Mr. Crandall is assisted by his amiable wife, who equally understands and supervises the direction of affairs. The house has telegraph and telephone connections for the accommodation of guests. The dining room is spacious, well lighted and ventilated, and will easily seat 100 guests. Here Mr. Crandall has served 800 dinners in one day. The walls of the office are decorated with fine engravings of blood horses, and a large blackboard records the arrival of all live stock trains, etc. Mr. Crandall was born in New York. He is highly regarded by the community for his kind and courteous manners, and has made hosts of friends, owing to his integrity and energy. He is a partner in the firm of Crandall & Co., horse dealers, whose sales amount to \$100,000 monthly and whose stables have accommodations for 500 horses.





**H**ENRY HEITMUELLER, Insurance Agent and Dealer in Coal, Wood, and Coke, No. 250 Hampshire Street.—The operations in the prosecution of the trade in coal, wood, coke, etc., in Buffalo are conducted upon a mammoth scale of importance, and are a prime factor in the growth and development of the city's industries. There is not one among the many responsible houses engaged in fuel in this city enjoying a better reputation for handling first-class commodities, and honorable, fair, square dealing than that of Mr. Henry Heitmüller, whose popular and well-conducted office and yard are eligibly located at No. 250 Hampshire Street. This gentleman was born in Meppen, Province of Hanover, Germany, but has been a resident of this city for a number of years. Prior to engaging in this trade he was at first a hard working young man, and afterwards was engaged with the late Mr. Josef Berlin, with whom he learned his present business. He inaugurated this enterprise in 1886 on the corner of Main and Seneca Streets, and in 1888 he bought the block on the corner of Chemoquo and Massachusetts Streets for the purposes of his business. He at once built up a very large and influential patronage, which increased to such proportions that he had to seek more commodious and central quarters. The premises occupied are owned by himself, are new, spacious, and commodious, and fully equipped with every convenience for the successful transaction of the business. The office is neatly appointed and supplied with every comfort, while his yard is amply provided with shunting, screens, coal pockets, standard scales, delivery wagons, etc. A heavy stock is constantly carried, and this embraces the very best varieties of Lackawanna, Wyoming, Lehigh, Lykens, and Schuylkill anthracites, besides the choicest of bituminous coals from Pittsburgh, Youngblood, and other regions west of the Alleghenies; also the very best Connellsville coke. These are all carefully cleaned before delivery to patrons, and full weight is guaranteed in every instance. His stock of wood embraces the best body and thoroughly seasoned hickory, oak, maple, beech, birch, and other varieties of hard wood for fuel, also yellow pine and hemlock. Having superior connections with some of the most prominent fire insurance companies in the country, Mr. Heitmüller is prepared to issue policies for any amount compatible with safety at lowest rates of premium. He is an active, courteous gentleman, popular with all classes, and is justly entitled to the success he has achieved by his ability and industry.

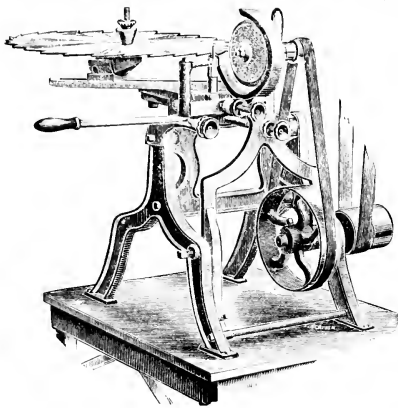
**F.** P. NUSE, Diamonds, Watches, Clocks, Jewelry and Silverware, No. 397 Main Street, Opposite Adam, Meltrum & Anderson's.—Among the most popular and enterprising houses in this city actively engaged in the business of a watchmaker and jeweller is that of Mr. Frank P. Nuse. It was established some twenty-seven years ago by Mr. H. L. Nuse at Titusville, Pa., and most successfully conducted until 1872, when he was succeeded in the business by his nephew, the present proprietor. Three years ago the business was removed to Buffalo and established on Seneca Street. These premises having been destroyed by fire in 1889, the business was again removed to Main Street, and finally located in its present handsome quarters at No. 397 Main Street opposite Adam, Meltrum & Anderson. The store is a large and attractive one, 15x300 feet in dimensions, with large plate glass front and tastefully fitted up show windows, in which are displayed samples of the costly and valuable stock carried. A large and first-class assortment is always kept on hand, including fine gold and silver watches, superb diamonds and diamond jewelry, rubies, emeralds, pearls, and other precious stones; novelties in earrings and pendants, clocks of every size and description, finger rings, brooches, snuff boxes, breast-pins, chains, charms, lockets, bracelets, solid silver and plated ware, dinner service, table cutlery, and a complete line of art novelties, bronzes, opera glasses, spectacles, etc., gold and silver headed canes and umbrellas. The goods handled are unsurpassed for quality, neatness, and uniqueness of design, and are offered at prices that challenge competition. Mr. Nuse is a practiced watchmaker, and has had many years' experience in the business. He gives his personal attention to the regulating, cleaning, and repairing of watches, clocks, and jewelry, and fully warrants his work in every respect. The patronage he receives is large and influential, and is constantly increasing. He is a native of Germany, and has been in this country since 1868. He is highly esteemed, and sustains an excellent social and business status in the community.

**V**ALENTINE SEITZ, Boots and Shoes, No. 392 Broadway.—A leading boot and shoe house meriting special mention is that of Mr. Valentine Seitz, located at No. 392 Broadway. This enterprise was originally established some twenty years ago by Messrs. Higham & Seitz, on the corner of Main and Eagle Streets. In 1858 Mr. Higham severed his connection with the house, and the business was then continued by Mr. Valentine Seitz alone up to his death in 1890, when his widow came into possession; and since then the business has been under the management of her son, Mr. Jacob Seitz, a young man of great business enterprise and ability, whose thorough knowledge of the requirements of the trade was obtained under his father's careful guidance. The spacious and elegantly furnished store now occupied is 72x21 feet in dimensions, with workshop at the rear. Every modern convenience and facility is at hand for the effective conduct of the large trade done. There is constantly carried a large and well assorted stock, which in extent, variety, and value is unsurpassed by that of any other similar establishment in this part of the city. The house deals in all kinds of footwear, making a specialty of fine goods, and furnishing custom goods to order. The best of boots, shoes, and rubbers for men, women, youths, misses, and children are offered here at prices that defy competition, while the finest quality of boots and shoes are made to order, none but first-class skilled workmen being employed. The goods of the house have a well-deserved reputation for the excellence of the materials used in their construction, as well as for the uniform excellence of the work. The trade is altogether retail, and extends throughout the city and its surroundings. The patronage has always been a large and influential one, and under the able management of Mr. Jacob Seitz is steadily increasing. Repairing is a special feature of the work done on these premises, and are expeditiously and satisfactorily executed, the charges in all instances being fair and equitable. Mr. Seitz was born in this city, and although a young man, has since he assumed the control of the business, shown a spirit of enterprise and activity which has made him a very popular man with the trade and the business community generally.

**M**ACHWIRTH BROTHERS, Manufacturers of Galvanized Iron Cornice and Window Caps, and Tile, Gravel, Iron, Tin, and Slate Roofs, Nos. 90, 92, and 94 Broadway.—The old-established and ever popular house of Messrs. Machwirth Bros., manufacturers of galvanized iron cornice and window caps, and tile, gravel, iron, tin, and slate roofs, at Nos. 90, 92, and 94 Broadway, is as widely and favorably known in its specialties as any in the country, offering inducements to purchasers, contractors, and builders in its line not easily duplicated to any point in the United States. It was founded over fifty years ago by Mr. Adolph Machwirth as a small jobbing shop, and in 1870 the firm of Machwirth & Son was organized by the admission of Mr. Adolph Machwirth, Jr., to partnership. In 1879 the honored senior partner died, after a long and successful business career, and the two sons, Messrs. Adolph and Emil Machwirth, succeeded to the control under the present firm name. The building occupied for manufacturing and trade purposes contains four floors and a basement, 24x30 feet each, splendidly equipped with improved machinery, tools, and ample steam power, and steady employment is given to one hundred and ten skilled hands. The galvanized iron cornices, window caps, skylights, roofs, and other specialties for which this firm is so widely noted are considered by good judges to be the embodiments of mechanical workmanship of the highest order of perfection, and unsurpassed for reliability and uniform excellence. Ventilation, condensation, expansion, and contraction are all fully provided for, and the effects of sudden and extreme changes of temperature upon structures of sheet metal and iron are entirely prevented by the skill of this firm. They refer with confidence to the hundreds of their specialties now in use all over the country as the best claim that can be put forward for public favor and the patronage of the trade. Orders receive prompt attention, and the firm are able to grant advantages and benefits to customers that challenge comparison and defy successful competition. A branch house was established in Toronto, Ont., in 1889, which has developed a large and increasing trade throughout Canada. The Messrs. Machwirth are natives of Buffalo, expert and practical metal workers, members of the Builders' Exchange, and are also interested in the brewing and ice business.

**S**AMUEL C. ROGERS & CO., Manufacturers of Bookbinders' Machinery, and Saw Files and Gummers, Nos. 170 to 174 Fulton Street. One of the most responsible and progressive manufacturing concerns in Buffalo is that of the firm of Samuel C. Rogers & Co., manufacturers of saw files and gummers and of bookbinders' machinery. Mr. Rogers is a native of Canada, where for many years he conducted the extensive works in Hamilton, Ontario. From small beginnings his business connections with America established themselves, and in order to continue them without the hindrance to their scope which the duty on his goods exported to this country created, and to save to his patrons on this side of the line the large increase in price which such duty necessitated, he, in 1886,

opened a branch factory at Nos. 170 to 174 Fulton Street, in this city, for the production of the wares he destined for the American market. The premises occupied consist of the entire second floor, 6x80 feet, of the building located at the above address, where twenty skilled and trained workmen are constantly employed in the making of machinery which has gained a first class name in the market of this and other states, from the Atlantic to the Pacific. The latest perfected machinery is used in this establishment, and in the four years that have elapsed since the Buffalo branch of the works were started a trade of not less than \$25,000 per year has already been built up for it. An experienced and practical machinist himself, Mr. Rogers is the inventor and patentee of most of the machinery made at his works, and he personally superintends the translation into metal of the creations of his brain. That to which he has particularly applied himself—with what great success the numerous testimonials he has in his possession from those who have used it bear witness, is the production of a perfected saw filer and gummer, which files, joints, and gums at one operation, and which saves time, power, files, and saws. Saws regularly filed on this machine do more work, better work, take less power, keep sharper longer, and do not wear away as fast as when filed by hand. The machine is semi-automatic and therefore better adapted for the ordinary run of saw filing than an automatic machine, which is suitable only for mills having a large number of saws of uniform size and shape. The invention of Mr. Rogers is an entirely new departure, not only in Canada, but also in principle, from all filers hitherto patented. These machines are extensively used in all the leading mills of this country and Canada, and also in Europe and Australia, where they find a ready market. The prices at which they are quoted are moderate, ranging from fifty to seventy-five dollars, according to size, the ma-



terial in all being of uniform excellence. Mr. Rogers is a fair, frank, business qualities, and the integrity and liberality of his dealings has, in a very short space of time, gained him a prominent position in the business circles of this city, where he is held in high esteem and favor.

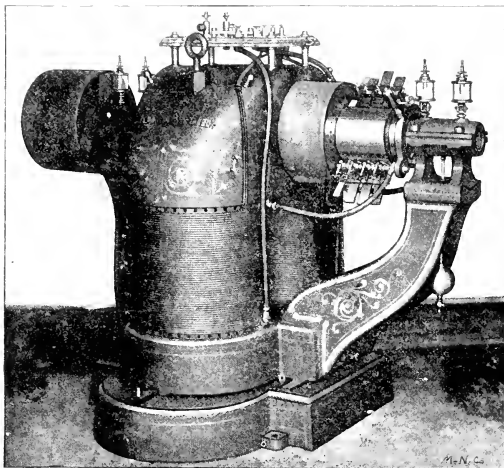
**D**ELAWARE, LACKAWANNA & WESTERN RAILROAD. One of the great railroad systems centering in Buffalo and connecting the "Queen City of the Lakes" with the great commercial metropolises in the country, none has gained so widely served a popularity as the Delaware, Lackawanna and Western Railroad. This company was chartered in 1853 and the road, 888.86 miles in length, was completed in 1882. Since then the company's interests in Buffalo have been multiplying and increasing on every hand, and it has had no small share in the work of developing Buffalo into a recent extensive proportions in respect of both its manufactures and commerce, a development which every portion of a Buffalonian is justly proud of. Buffalo is one of its principal terminals. Twelve terminal and its headquarters are on the west shore of the Hudson River, directly opposite New York City, with which connection is established by ferry boats running to and from Barclay Street and the foot of Christopher Street. In Buffalo the company's premises occupy much of the frontage on the harbor, where they have numerous an Lignite coal trust and a coal traffic that foot up into millions of tons a year, the lake ports as well as the city and its environs being supplied with fuel from this source and necessitating the employment of a small army of men. In addition to all this the company have extensive stock yards and coal interests in East Buffalo, and a large freight and passenger depot and coal yards. The company's passenger depot is conveniently located at the foot of Main Street, and there its ticket offices at No. 11 Exchange Street, the city ticket agent there being Mr. H. Groschstein, and the ticket agent at the depot Mr. E. J. Hinchinson. Tickets are also to be had at Mr. C. W. Muller's Ticket Office, 1101 House Block. Mr. J. H. Rudolf being the ticket agent there. The president of the company is Mr. Samuel Sloan, of New York, and the managing officials of this line are noted both among railroad men and the public everywhere for their uniform courtesy and civility, and for their liberal manner and effort to anticipate the wants and wishes of travellers, as well as to perfect their gigantic railway system. Mr. W. F. Hallstead, of Scranton, is the general manager of the line, and Mr. W. F. Hallward fills the office of general passenger agent at New York. Mr. Howard J. Hall, an experienced, valuable official, who has won the respect of all Buffalonians who know him, is the general western passenger agent in this city. The main line sweeps from Buffalo through some of the richest and most progressive sections of northwestern New York, dips into the heart of Pennsylvania, taps the rich coal fields in the Quaker State, where the company are extensive owners of valuable coalbeds in the neighborhood of Scranton, and stretches over hill and dale and through the most beautiful scenery and flourishing cities and towns of New Jersey to Hoboken, throwing out branches here and there and connecting Philadelphia, Easton, Northumberland, 1, 104, Richfield Springs, Syracuse, Oswego, Plattsburgh, etc., with the main line, while establishing at almost every point connections with the lines of other railroad systems, networking the entire country, and enabling the traveller, when once aboard a Delaware, Lackawanna and Western train, to reach any destination he desires comfortably and conveniently, whether it be to the east, west, or Canada. There is a very short yet so convenient, from Buffalo to New York and Philadelphia as that of the D. L. & W. It is a double-track, steel rails, with a perfect roadbed, superior equipments, and an ample number of train sheds. The newest, latest, and handsomest designed Pullman vestibule parlor and sleeping coaches are attached to all through trains and the new parlor cars of this line furnish as they are richly with window seats, enable passengers to view the beautiful scenery unobstructed. At New York passengers are bled close to the docks of the European steamers and great railroads, and at Philadelphia at Broad Street station, in the centre of the city.

**L**ITTLE, McDONALD & CO., Contracting and Consulting Electrical Engineers, Dealers in Electrical Supplies, No. 141 East Seneca Street.—Buffalo is one of the most active centres of the electric light and general electrical interests in the United States, and this is largely due to the distinguished enterprise and energy of the well known firm of Messrs. Little, McDonald & Co. contracting and consulting engineers. They formed the present partnership in January, 1890, the firm including Mr. S. F. Eagan, Mr. P. P. Miller, Mr. F. P. Little, and Mr. Wm. H. McDonald, all active business men and prominent and experienced in the profession, and holding responsible executive positions in town. Their specialties are the building and installation of electric light systems, both arc and incandescent, electric railway and power outfits, and supplies of all kinds. They are the sole agents in western New York and Canada for the "National Electric Manufacturing Company" of Eau Claire, Wis., manufacturers of their well known transformer system of incandescent electric lighting, specially de-

All the partners are natives of New York State. Mr. Little is the superintendent of the United States Electric Lighting Company, and is most capable and attentive in the discharge of the onerous duties devolving upon him, as is evidenced by the magnificent service afforded by the company. Mr. Eagan is the owner of the well known Brewzel House, and president of the U. S. Electric Lighting Co., while Mr. Miller is the secretary and treasurer of the Citizens' Gas Company of Buffalo. The firm occupy extensive three-story premises, and have the capital, ability, skill, and experience in such happy combination in this line as is nowhere else equalled, and Buffalo is to be congratulated upon being made their permanent headquarters.

**M. J. BERNHARD**, Manufacturer of Beer and Lunch Coolers and all kinds of Saloon Fixtures, Office and Factory No. 718 Jefferson Street. The beer trade of the city of Buffalo is one of the most important features of its commercial activity, and has incidentally caused the development of

many other branches of industry. Among those thus dependent on it for their successful continuance, none is of greater moment than that which has for its object the manufacture of such articles as are necessary or useful for the proper preservation of the products of the breweries. Among the representative houses engaged in this city in this branch of trade, one of the largest and most widely known is that of Mr. M. J. Bernhard, manufacturer of beer and lunch coolers and all kinds of saloon fixtures. The business was established in 1881 by the present proprietor, in the premises still occupied at No. 718 Jefferson Street, and from the start received an excellent patronage, which, owing to the uniformly high standard of the goods produced, has since steadily increased. The building is a substantial three-story brick one, 25x119 feet in dimensions, containing the factory and a handsomely furnished and well fitted up office. The factory is fully equipped with all the latest improved machinery and appliances for the prosecution of this important industry. The motor power is supplied by a 25 horse power engine, while upwards of eighteen skilled artisans and mechanics are steadily employed at all seasons. The house manufactures all kinds of saloon fixtures, such as solid walnut or cherry backbars and shelveboards, solid ash tables; the same goods in imitation walnut; footrails; cylinder counters; beer, wine, and lunch coolers; bar screens; lunch and cigar cases. A specialty is made of the manufacture of the "King" beer, wine, and lunch cooler (patent for which has been applied for), and which took the silver medal at the St. Louis Agricultural and Mechanical Exposition in 1876. The advantage claimed for this cooler over its rivals is that the ice chamber being in the centre of the cooler and provided with a glass-lined and nickel plated brass faucet and ten feet of black tin pipe coiled directly under the ice, warm beer will at once get cool by passing through this pipe. If, on the other hand, in cool weather, the beer should become too cold, this pipe can be disconnected and an ordinary faucet used. The trade is very extensive, covering the whole Union, a branch office for the western states having been established in St. Louis, Mo. All orders receive prompt attention, and all goods are crated to protect in shipping, and are delivered on cars or boat at Buffalo without extra charge. Prices quoted are uniformly moderate, while saloons, etc., in the city are furnished out on easy payments. Mr. Bernhard was born in Germany, and has been a resident of Buffalo since 1872.



*National Electric Manufacturing Company's Compound Wound Dynamo.*

able for long distance service. This is the safest, most economical, and reliable system of lighting over a wide area. The transformer system is as \$1 to \$2 cheaper than the direct current system, and just as good. The firm are also the agents here for the Western Electric Co., of New York and Chicago, whose system is pronounced the most perfect, powerful, and economical in existence. This system also provides for incandescent lights in conjunction with arc lights. They also buy and sell both new and second hand apparatus of all descriptions and makes. Messrs. Little, McDonald & Co. have large contracts at hand and are at present building an electric railway at Newmarket, Pa. coupled with a large electric lighting and power station. They have just closed a contract at Clyde, N. Y., for a central lighting plant. They have and are doing a business of the first importance in Buffalo, and offer the most substantial inducements. We confidently recommend municipal boards, factory and house owners to secure estimates from this responsible firm before placing orders, as it is giving unqualified satisfaction.

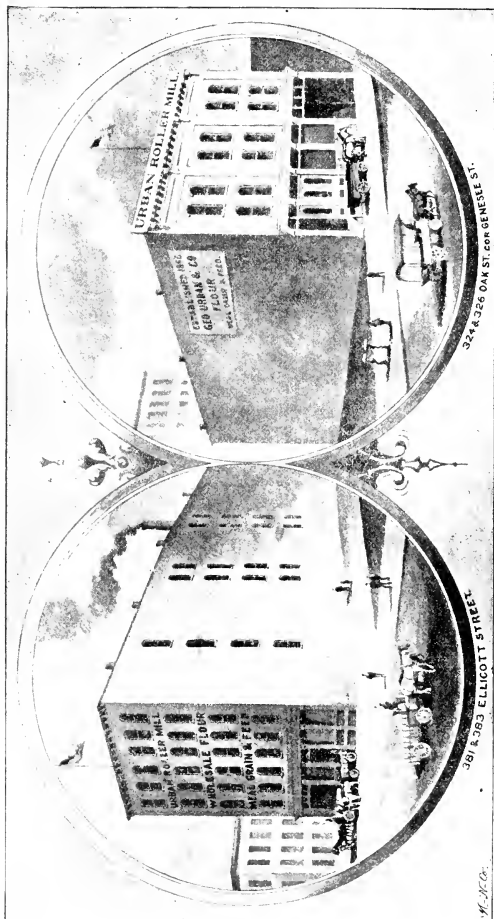
**M**ANUFACTURERS A TRADERS BANK, Seneca and Main Streets, Buffalo, is one of the great financial centers of financial activity in the United States, has no way demonstrated its superiority over the banks of the development of the banks and fiscal corporations. The institutions constitute the solid foundation of our commercial transactions, and have been important factors of every movement in the financial world. Prominent among the representatives of the city is the Main Manufacturers' Bank, which, having long since been a well-known Seneca and Main Streets. The bank was organized March 24, 1855, with a capital of \$2,000,000 which in 1879 increased to \$5,000,000 and in 1870 to \$60,000,000. As its name implies it was established chiefly to promote the interests of manufacturers and merchants, and with its large capital it exercised management, it has been of great benefit in supporting and managing their interests. It is regarded as one of the best banks in the State of New York, and is one of the best banks of the country that ever suspended specie payments. Its surplus and undivided profits amount to \$1,417,677.21, and it has been a very successful one highly creditable to the executive ability and efficient management of its management. The Manufacturers' Bank, Seneca and Main Streets, the presidents of banks, bankers, manufacturers, merchants, and others, and others very superior facilities for the transaction of every financial business. The bank also issues first-class commercial paper, issues, Brown Bros. & Co. letters of credit, makes telegraphic transfers of money, while a specialty is made of collections on all points and amounts promptly remitted at lowest rates. The Board of Directors is thoroughly representative composed of prominent capitalists and business men, whose names are synonymous with integrity, and whose interests are allied with the growth and prosperity of the city; and there is no fiscal institution in Buffalo, which enjoys greater confidence or whose management is more prudent and sagacious. The following is the list of officers and directors, viz.: Fiscal P. Pratt, president, Francis H. Root, vice-president; James H. Madison, cashier, Harry E. Rauschell, assistant cashier, R. H. Danforth, second assistant cashier. Directors, Fiscal P. Pratt, Francis H. Root, James H. Madison, Bronson C. Ramsey, Gibson T. Williams, William H. Glavin, John D. Hill, Franklin D. Locke, Robert L. Fryer, William Hamilton John J. McWilliams, George S. Field. The following quarterly statement, June 14, 1890, gives the condition of this leading institution at the present time. Resources—loans and discounts, \$1,985,475.00; reserve cash on hand, \$56,369.03; cash with banks, \$85,000,210.00; real estate, \$5,520.19; bonds and mortgages, \$82,535.71; total, \$5,691,609.20. Liabilities—capital, \$600,000.00; undivided profits, \$1,657,217.21; deposits, \$357,341.96; total, \$5,691,609.20. The president, Mr. Fiscal P. Pratt, was born in the village of Buffalo, September 15, 1819, and has been a life-long resident of this city. As a man of affairs in all business relations he has ever combined caution, sagacity and enterprise with an integrity of purpose which no circumstances could alter or permit of a sacrifice of principle. Mr. Pratt is an able financier, and a vigorous exponent of the soundest principles governing banking and finance. In 1885, at the earnest solicitation of the stockholders, he accepted the presidency of the Manufacturers' Bank, and disposed of his interest in the firm of Pratt & Co., in order that he might give to the bank the full benefit of his experience and matured judgment. Many other offices of honor and responsibility are held by Mr. Pratt. He is a director of the W. N. Y. & P. R. R., a trustee of the Buffalo Gaslight Co., president of the Board of Trustees of the Buffalo Female Academy, president of the Board of Trustees of the Young Men's Christian Association, Treasurer of the Forest Lawn Cemetery Association, a trustee of the North Presbyterian Church, a trustee of the Buffalo Orphan Asylum, and a supporter of all organizations whose purpose is to promote the cause of literature, science and art in this city. Mr. Root, the vice president, is of the firm of Messrs. Root & Keating, wholesale leather dealers, and is also a director in several other banks and fiscal institutions. He is a man of wealth and position, and one of the ablest financiers in the country. Messrs. James H. Madison, the cashier, and Harry E. Rauschell, the assistant cashier, are talented and honorable bank officers with every qualification for their respective positions. The bank's building is one of the handsomest and most prominent in the city, and the banking rooms are admirably equipped with every convenience for the prompt dispatch of business. The principal correspondents of

the bank are the First National, National Bank of the Republic and Western National Bank, New York, with corresponding offices in the principal cities of the United States, Canada, and Europe.

**A.** J. WRIGHT & CO., Commission Merchants, Stocks, Bonds, and Grain, Nos. 8 and 9 Board of Trade Building, Buffalo, by reason of their excellent railway and lake connections and terminal facilities, has become the chief point in western New York for the receipt and handling of grain, which trade now occupies the attention of many of our leading commission merchants. Prominent among the number in the Queen City of the Lakes is the old established and representative firm of Messrs. A. J. Wright & Co., commission merchants in grain, stocks, and bonds, whose offices are located at Nos. 8 and 9 Board of Trade Building. This business was established in 1864 by Messrs. A. Preston and A. P. Wright, who were succeeded in 1881 by A. P. Wright & Co. In 1890 Mr. A. P. Wright retired, when the firm of A. J. Wright & Co. was organized, the partners being Messrs. Albert J. Wright and James L. Gladwin, with Mr. Charles E. Coon as special partner. The firm's connections are of a superior character, including leading consignments of grain all over the western and northwestern states, while their facilities are in every respect strictly first class, enabling them to promptly handle the largest consignments, advancing to any extent upon the same, and giving their patrons the benefits of the most favorable quotations on exchange. Messrs. A. J. Wright & Co. also buy and sell strictly on commission all stocks, bonds, and miscellaneous securities listed on the New York Stock Exchange, and have an office in New York City, at No. 35 Broadway. They are members of the New York Stock Exchange, Chicago Board of Trade, and Buffalo Merchants' Exchange, and their offices are connected by wire with all exchanges, including those of Toronto, Montreal, Ottawa, Leekport, Rochester, etc. The firm give untiring attention to the wants of customers, requiring information relative to profitable investments, and their advice and judgment on all matters are of the greatest value to intending speculators. They promptly fill orders, and have an intimate knowledge of every feature of the stock and money markets. Mr. James L. Gladwin has charge of the New York City office, while the Buffalo business is managed by Mr. A. J. Wright. Mr. A. J. Wright is a director of several corporations, and was president of the Buffalo Merchants' Exchange, and Board of Trade. Mr. Coon is ex-secretary of the U. S. Treasury and also a member of the firm of Bateman & Co., of New York. The firm employ twenty persons, and this is the largest commission house in Buffalo. Mr. Wright is highly esteemed in financial circles for his executive ability and integrity, and those giving their orders to his firm will find their interests guarded and protected in every judicious and able manner.

**K**RANICHELFIELD & BRENNER, Sanitary Plumbers, Gas and Steam Fitters, No. 540 Genesee Street. It is impossible in connection with the complexities of city life to overestimate the value of first class plumbers in keeping that deadly enemy, sewer gas, away from houses. A prominent and progressive firm in Buffalo, actively engaged in this useful industry, is that of Messrs. Kramichfeld & Brenner, sanitary plumbers, gas and steam fitters, whose store is located at 540 Genesee Street. This business was established in 1886 by Messrs. Albert C. Kramichfeld and Christian Brenner, both of whom are thoroughly practical and expert plumbers, fully conversant with every detail of this important business, and the requirements of the most exacting customers. They occupy a spacious one-story building, 25x75 feet in area. Here they keep a well selected and choice stock of lead, wrought and cast iron pipes, rubber hose, bath tubs, boilers, water closets, sinks, pumps, etc. The firm make a specialty of house drainage and promptly attend to troubles by hand. They undertake everything in the way of plumbing, ventilating, steam and gas fitting, contracts are entered into, and the complete fitting up of buildings is satisfactorily executed. The firm employ only first-class workmen and use the best materials, while they fully guarantee all work. Both partners are natives of Buffalo and are noted by the community for their promptness and integrity, and those giving their orders to them will secure the greatest satisfaction in the thoroughly good manner in which all work will be promptly done.

ILLUSTRATED  
**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.



**U**RBAN & CO., Proprietors of the Urban Rolling Mill, Etc., Nos. 381 and 383 Ellcott and Nos. 324 and 326 Oak Streets.—In the production of the first grades of flour, a reliable and old established house in Buffalo, is that of Messrs. Urban & Co., proprietors of the Urban Rolling Mill, Nos. 381 and 383 Ellcott and Nos. 324 and 326 Oak Streets. This business was established in 1846 by George Urban, who was succeeded in 1861 by George Urban & Co. In 1885 the present firm was organized, the copartners being Messrs. George Urban, Jr., E. G. S. Miller, and W. C. Urban. The partners are thoroughly practical and expert millers, fully conversant with every detail and feature of this important industry, and the requirements of dealers and retailers. The premises occupied include a spacious five-story mill, 80x100 feet, with a four-story warehouse, 10x30 feet in dimensions. The various departments are fully equipped with the latest improved Roller Process machinery and appliances known to the trade. Here 40 skilled hands are employed, and the machinery is driven by a superior 250-horse-power steam-engine. In the mill are 17 double sets of rolls, and its capacity is 60 barrels of flour daily. The principal brands produced are "Urban's Best," "Pearl," and "Pie-Crust," a flour made especially for pie pastry. These brands are unrivalled for quality, purity, and uniform excellence, and are general favorites with the trade and public wherever introduced. Orders are promptly filled at the lowest ruling market prices, and the trade of the house extends throughout all sections of New York, Pennsylvania, and New England, while large quantities of the firm's splendid flour is exported to Europe. Messrs. Urban & Co. also deal largely at wholesale in feed, grain, etc., and offer substantial inducements to the trade, and dealings once commenced with Messrs. Urban & Co. will surely result pleasantly and profitably to all concerned. The partners are natives of Buffalo, where they are highly regarded in trade circles for their enterprise, business ability and integrity, and are noted throughout Buffalo for their public spiritedness and the interest they take in all matters pertaining to the advancement of the Queen City of the Lakes. Mr. George Urban, Jr., is vice-president of the Buffalo Loan, Trust, and Safe Deposit Company, a director of the Merchants' Bank, president of the Thomson & Houston Electric Light Company, and a trustee and member of the Merchant's Exchange. Mr. E. G. S. Miller is manager of Lung's Brewery, and a director of the Buffalo Loan and Trust Company. Among the illustrations in this work is that of Buffalo's last log cabin, which stands on grounds belonging to Mr. George Urban, Jr.

**CLEMENT & CONOVER**, Real Estate and Insurance, Loans Negotiated, Tax and Title Searches, Etc., Hutchinson Building, Eagle Street. Although a comparatively young firm, Clement and Conover, the enterprising real estate and insurance brokers, whose well ordered office is located at Room No. 1, Hutchinson Building, Eagle Street opposite City Hall, have already established a business connection vouchsafed to but few of the older representatives of the realm of realty and risks in Buffalo. They have been engaged in the sphere of activity above indicated since April 1st, of the present year, and from the start have been rapidly winning their way to public confidence and favor, numbering now in their clientele some of the solid citizens in the community. The secret of these gentlemen's popularity and prosperity is not far to seek, however. Conducting all their transactions on conservative and reputable principles, thoroughly conversant with every detail and feature pertaining to the purchase, sale and transfer of property and kindred operations, and being, withal, both men of energy and sagacity, it is only in the very nature of things that Messrs. Clement and Conover should have attained the full measure of success that has attended their well directed efforts. They conduct a general real estate and insurance agency, and are prepared to buy, sell, exchange and lease, on commission, all classes of city and suburban property, giving personal attention in like manner to renting and collecting. Estates are taken in charge also and judiciously managed, and taxes are paid for non residents while tax and title searches are made a specialty. Loans are negotiated on bond and mortgage, likewise, investments are desirably placed, insurance is effected in responsible fire companies, and deeds, mortgages, attests, and all other documents that may legally emanate from a qualified commissioner of deeds and notary public are carefully and accurately drawn up, particular attention being given to conveyancing. Messrs. L. B. Clement and R. J. Conover, the individual members of the firm, are gentlemen in the prime of life and natives of this city, well and favorably known; and persons having business relations with them are assured of finding the same of an entirely satisfactory character.

**THE PEOPLE'S BANK**, No. 257 Washington Street.—The latest and one of the most important additions to the banking facilities of this city is The People's Bank, centrally located at No. 257 Washington Street. This bank was organized May 20, 1889, under the laws of the state with a paid up capital of \$300,000 and its surplus and profits now amount to \$26,831 96. The banking offices are spacious and handsomely equipped, and are on the ground floor of the Coal and Iron Exchange Building, owned by Mr. D. O'Day, the president of the bank. Here there is a superior directors' room, and beyond it an apartment has been fitted up as a lunch room for the employees of the bank, thus enabling them to be continuously present from the opening to the closing of the business. The People's Bank has met with a phenomenal degree of success, and has rapidly banded into public confidence, and its stock is now held by leading capitalists as one of the choicest and most remunerative investments. It is ably officered. The list is as follows, viz: Daniel O'Day, president; A. D. Russell, vice president; C. W. Hammond, cashier. The People's Bank solicits the accounts of banks, bankers, merchants, corporations, manufacturers, and others, discounts first class commercial paper, issues travellers' and commercial letters of credit, deals in foreign exchange and government bonds, makes telegraphic transfers of money, and transacts a general banking business. It makes a specialty of collections by means of its correspondents in all sections of the United States, Canada, and Europe. Its investments are made with care and judgment, and its ventures of capital are always well secured. Mr. O'Day, the president, was born in Elliottsville, Cattaraugus Co., February, 1843. After spending some time in the employment of the New York Central Railroad, he entered the service of the Standard Oil Company, and the prominence of that great corporation is due in no small degree to his energy and ability. Mr. O'Day was selected to construct the entire system of the United Pipe Lines Company. This immense work being successfully completed, he was made the vice president of the United Pipe Lines. Mr. O'Day is likewise general manager of the National Transit Company, a member of the American Oil Company, and a large stockholder in many other successful oil enterprises. In Buffalo Mr. O'Day is brought into close rela-

tions with the public as president of the Natural Gas Fuel Company, and also of the Brush Electric Light Company. He is likewise identified with several other local corporations, all of which receives the benefit of his counsel. He is very popular, socially, personally and politically, and is highly esteemed by the community for his indelexible integrity. Mr. A. D. Russell, the vice president, and Mr. C. W. Hammond, the cashier, are able and careful bank officers with every qualification for their responsible positions. Mr. Hammond has been engaged in banking from his youth, and is a vigorous exponent of the soundest principles governing banking and finance. In fact the People's Bank was founded by Mr. Hammond, who is devoted to its welfare, while he faithfully attends to the interests of stockholders and depositors.

**J. M. ANDREWS**, Horse Furnishings, No. 128 Main and No. 79 Lloyd Streets. The oldest and the best known establishment devoted to the manufacture and sale of harness, saddlery, and horse goods in Buffalo, is that of J. M. Andrews, successor to Andrews & Kolb. No. 128 Main and No. 79 Lloyd Streets. This time-honored concern has been in existence for the past fifty four years, and fully sustains to day its old time reputation for excellent work, fine goods, and reliability. The business was established in 1836 by George and Jacob Kolb, who were succeeded by George M. Kolb & Son who were in turn succeeded by Andrews & Kolb, and subsequently passed into sole control of A. C. Andrews, by whom it was conducted up to about one year ago, when owing to this gentleman's death his widow, Mrs. J. M. Andrews, assumed control, and with George Kolb as manager has since continued it with uninterrupted success. The premises occupied comprise a well appointed 25x80 store and two commodious floors used for manufacturing purposes, and half a dozen expert hands are employed. A very large and elegant assortment is constantly kept in stock, including besides carriage, cart and wagon harness of every description saddles, bridles, collars, etc.; also a full and fine line of blankets, robes, nets, whips, combs, brushes, sponges, stable specialties, trunks and valises; and harness is made to order likewise in the finest style at short notice, while repairing also is promptly and neatly done. Every article sold here is warranted as represented, and all work executed is guaranteed to be first class, while the prices prevailing are of the most reasonable character. Mr. Kolb, the efficient manager, is a man of practical skill and many years' experience, thoroughly conversant with the business, and was formerly a member of the firm of Andrews & Kolb for some time.

**THE HOTEL CARLTON**, Crowley & Smyth, Proprietors, Corner Exchange and Washington Streets.—Among the hotels of Buffalo there are none more worthy of special mention in the present review than the deservedly popular Hotel Carlton, which occupies a niche in public favor entirely its own. This is in all respects an excellently appointed, first-class house, and has a very large patronage, both permanent and transient, being a favorite resort for commercial travelers, professional men, and the general traveling public. The hotel building is a substantial and handsome five-story brick structure, containing fifty commodious, airy, and comfortable sleeping apartments, and is elegantly furnished throughout. It is perfectly heated by steam, is lighted by gas and electric city light, and thoroughly ventilated, and is, in short, equipped with all modern conveniences and improvements, including electric bells, electric fire alarms, fire escapes, and everything calculated to impart comfort and safety to guests. The cuisine is *par excellence*, the very best the market affords; the appointments are first class in every particular, the service of a superior character and the attendance all that could be desired, from twenty to twenty-five in help being employed, while the bar is stocked with the choicest brands of wines, liquors, cigars, etc. The office, bar and dining room (which seats seventy-five) are conveniently situated on the first floor; everything is new, neat, fresh, and inviting, and altogether one does not often find such comforts at the same figures as are provided for their guests by none hosts of the Carlton. Messrs. Timothy H. Crowley and Frank M. Smyth, the proprietors, are gentlemen in the prime of life and natives of this city, and unless all signs fail the popularity and prosperity that have attended this well and favorably known hostelry under their efficient management are bound to continue and increase.

**M**ARINE BANK OF BUFFALO, No. 220 Main Street.—Prominent among the leading banks of the city is the Marine Bank, whose banking rooms are located at No. 220 Main Street. This bank was organized July 8, 1850. It has a paid up capital of \$200,000, which has been further augmented by a surplus and undivided profits of \$450,000, and possesses every facility to meet the legitimate necessities of the business community. The bank receives upon favorable terms the accounts of banks, bankers, corporations, manufacturers, merchants, and others. It issues sight drafts upon all the principal cities and points in the United States, grants letters of credit available throughout the world, makes telegraphic transfers of money, negotiates and collects bills of exchange, discounts first class commercial paper, etc. The bank makes a specialty of collections and prompt remittances of amounts received at a minimum of cost. The management is progressive and neglects no point of efficiency demanded by modern commercial practice, and at the same time carefully guards the interests of its depositors, scrupulously protecting them against any possibility of risk. The officers and directors include some of the most prudent, honorable, and successful men in the business community. They are as follows, viz.: S. M. Clement, president; J. M. Richmond, vice-president; S. M. Clement, Jr., cashier, Henry J. Wilkes, assistant cashier, Directors, S. M. Clement, J. M. Richmond, Gilbert T. Williams, Sherman S. Jewett, Bronson C. Ramsey, John W. Bush, E. H. Hutchinson, S. M. Clement. While from the start the business of the Marine Bank has been both creditable and highly successful, the most profitable period of its history has been the twenty-one years during which Mr. Clement, the president, has been in office. Throughout this period the average annual profits have exceeded 23 per cent. on the capital stock. Mr. Clement is likewise president of the Merchants' National Bank, Dunkirk, a director in the Bank of North America, New York, and also a director in the First National Bank, Faribault, Minnesota. Mr. Jewett M. Richmond, the vice-president, is widely known for his talents and executive ability, and is president of the Buffalo Mutual Gas-light Company, and a director of the Buffalo and Southwestern Railroad Company. He is also a member of the Young Men's Association, a trustee of the Buffalo Club and of the Buffalo Savings Bank and the Cemetery Association. Mr. Richmond is likewise a member of the Buffalo Historical Society, and a patron of several worthy charities, and a willing friend to the needy. Few men have done more for Buffalo than Jewett M. Richmond. With two of its very finest buildings, the "Library," and the new "Fireproof Hotel," his name should ever be associated, for he supplied what may be called the motive power for their erection. Mr. S. M. Clement, Jr., the cashier, is an honorable, cultured gentleman, eminently qualified for the important trust reposed in him.

**F. H. & C. W. GOODYEAR, Pennsylvania White Hemlock Lumber:** Office, Coal and Iron Exchange.—Buffalo has several concerns that maintain their supremacy in their respective lines as regards the entire United States. Such one is the eminent house of Messrs. F. H. & C. W. Goodyear, the largest manufacturers and shippers of white hemlock lumber in the world. The business was established in 1872 by Mr. F. H. Goodyear, and has steadily progressed, both as to the extension of the firm's possessions of timber supply, mill capacity and annual sales. Their mills are located at Austin, Pa., on the direct line of the Sinnemahoning Valley Railroad, and of which they are also the proprietors. These mills are magnificently equipped with circular band gang saws, edgers and all improved machinery run by heavy steam power, and afford employment to several hundred hands, in all capacities, including peeling bark, logging, shipping, cutting, piling, etc. These mills have the enormous capacity of 400,000 feet a day, and the firm is now handling upwards of 125,000,000 feet of choicest white hemlock annually—figures far in excess of those of any other concern in existence. They ship direct from the mills to all points in New England, the Middle States, and Ohio. They always have many million feet of dry lumber piled, throughout the year season, and their extra grades of white hemlock are much preferred by dealers and consumers everywhere. They have developed a great railroad system in reaching the finest hemlock forests in the State of Pennsylvania, and operate over sixty miles of logging and freight railroads, connecting with the main line of the Sinnemahoning Valley Railroad, This

road was built by Mr. F. H. Goodyear in 1885, and has its general offices in this city. Mr. F. H. Goodyear is the president; Mr. C. W. Goodyear, vice president and General Manager; Mr. E. O. Cheney, treasurer and auditor; and Mr. H. C. Underhill, the general passenger and freight agent. The main line is thirteen miles in length, and runs between Keating and Costello, in Potter Co. Built originally to facilitate the firm's lumbering operations, it is now a regularly operated mail, passenger, and freight route, with express trains each way. Messrs. Goodyear execute contracts for white hemlock lumber cut to any dimensions, and have the well earned reputation of shipping the largest orders strictly per agreement as to quality and dimensions. They are natives of this state and permanent residents of this city, progressive, responsible, and public-spirited, and have secured to Buffalo the headquarters of a trade as vast as it is valuable.

**J. T. McLAUGHLIN, Real Estate, Nos. 42 and 44 Niagara Street.**—Among the leading and most extensive operators in real estate in the "Queen City of the Lakes" is Mr. J. T. McLaughlin, whose handsomely appointed offices are in rooms 33, 34, 35 and 36 "Agency Building," Nos. 42 and 44 Niagara Street. This gentleman has been identified with real estate interests for many years, and is recognized as among the best informed members of the real estate fraternity. He has been concerned in some of the largest real estate deals ever carried through in the city of Buffalo and its vicinity. He buys and sells all kinds of realty on commission, and is himself a considerable property owner. His patrons include the leading capitalists and operators in land investments in the city and its surroundings, and he is thoroughly posted on the the laws governing real estate transactions, while he has a thorough and complete knowledge of the present and prospective values of residential and business properties in all parts of the city and its environs. He has at all times extensive real estate interests in hand, and is the president of five land companies, and officially identified with more than double that number. He is the president of the recently formed Union Land Exchange, which takes charge of the management of the affairs and interests of separate and distinct land companies. He is also president of the Bishop Land Co., the Mutual Land Security Co., the Tonawanda Heights Land Co., and the Marshall Land Company. Mr. McLaughlin is a native of New York city, but an old resident in Buffalo, where he is recognized as a most useful and valued citizen. Early he became a dealer in realty, Mr. McLaughlin was in the publishing business, and was one of the founders of the Buffalo Press Club, of which he is still a prominent member. He is a gentleman of most genial disposition, and his courtesy, promptitude and straightforward, honorable business methods have won him confidence and friendship on every land

**WILLIAM B. CUTTER, Real Estate, Investment Securities, Etc., No. 19 White Building.**—The growth and development of the real estate and kindred interests in and around Buffalo within the past decade have been especially notable; and among the many staunch and sagacious citizens who have been prominently identified with this desirable progress there is none more worthy of complimentary note in the present review than William B. Cutter, whose office is located at Room No. 19 White Building, and than whom none sustains a higher reputation for integrity and reliability, as few, if any, enjoy a larger measure of public confidence and favor. He has been established here about four years, and has built up a substantial business connection, numbering in his extensive clientele some of the largest property owners and wealthiest capitalists in the community. Mr. Cutter, who is a gentleman in the prime of life, and a native of this city, is a man of entire probity of character, as well as of energy, sagacity and ample experience in the handling of property, etc., and persons having business relations with him are assured of finding the same both pleasant and profitable. Mr. Cutter, who occupies commodious quarters on the second floor of the White Building, with telephone connection (No. 1699), is assisted by an efficient clerical staff, and exercises close personal supervision over every detail of the business. He is a general real estate broker, buying, selling and exchanging all kinds of city and suburban property, on commission, and gives personal attention to the collection of rents and the management of estates for non-residents, the sale of sub-division lots on easy time payments, being a specialty.



**F**ARMERS & MECHANICS' BANK, No. 18 Main Street. The city of Buffalo is a great national center of financial activity. It is in no branch attuned to such a degree of development as in the prosperity and usefulness of our banks and fiscal corporations. Then management is in the hands of men whose ability and just methods have won the confidence of the commercial world. In this connection special reference is made in this column to the review to the old established and successful Farmers and Mechanics' Bank, whose banking rooms are located at No. 18 Main Street in the Exchange Building. This bank was originally organized as a State Bank in 1838 at Batavia, New York. In 1840 the Hon. E. G. Spaulding, the present president, bought a controlling interest in it, and secured its special act from the State Legislature in 1852 for its removal to Buffalo. It was incorporated in 1861 under the National Bank Act and eventually April 4, 1889 was reorganized under the State Law as the Farmers' and Mechanics' Bank of Buffalo, N. Y. This bank has therefore been established and continually in business in Buffalo under the same management for thirty-eight years. The paid-up capital of the bank is \$200,000, which has been further augmented by a surplus and undivided profits of \$174,142.90. The bank receives from taxable towns the amounts of municipal, municipal corporations, bankers, merchants and others. It likewise makes collections on all accessible points, via express and collect, bills of exchange, discounts, approved commercial paper, and attends carefully and promptly to all kinds of legitimate bank work. Its career has been a very prosperous one closely allied with the growth and development of Buffalo's business progress. The following gentlemen, who are widely and favorably known in financial circles for their integrity, executive ability and persistence are the officers and directors viz.: E. G. Spaulding, president; J. E. Selway, vice-president; J. E. Spaulding, cashier; Henry Gamson, assistant cashier. Directors, E. G. Spaulding, J. E. Spaulding, J. E. Selway, Franklin Selway, Henry M. Watson. The bank occupies handsome and spacious banking rooms, and all services possible receives the personal attention of the officers. We do not think that a sketch of this bank would be complete without giving some particulars regarding the president, the Hon. E. G. Spaulding, whose reputation as a financier is not only local but national. Mr. Spaulding was 81 years old in February, 1890 and is as vigorous as any man can be at his age, his memory being perfect and his intellect as clear and decisive as ever. He was the author of the "Legal Tender Act" and the National Banking Act, the original bills in his own handwriting being still in his possession. In the promotion of every movement tending to advance the industrial prosperity of this community, Mr. Spaulding has taken a vital interest and has been the means of managing many valuable enterprises and securing wise legislative reforms on matters pertaining to the commerce and trade of this city. Mr. E. R. Spaulding has been in the bank many years, and was appointed cashier April 3, 1889. Under the management and direction of such officers the signal success that attended the career of the Farmers & Mechanics' Bank becomes readily accounted for, and its future prospects are of the most favorable and encouraging character.

**M**ETROPOLITAN LIFE INSURANCE COMPANY, William C. Standland, Superintendent, No. 11 Coal and Iron Exchange. Of late years, a gigantic stride has been made in the right direction by the formation of industrial insurance companies, who seek their patronage among the industrial and working classes, placing risks at almost nominal figures on any member of the family, young or old whose death would cause pecuniary loss to the survivors. At the head of this class of companies prominently stands the widely known Metropolitan Life Insurance Company represented in the Buffalo District, by Mr. William C. Standland, and whose offices are located in Room No. 11, Coal and Iron Exchange. The many advantages offered by this company have obtained for it a patronage as widespread as the continent. It has branch offices in every town and city of the United States and Canada, while its agencies have ramifications that extend into every village and hamlet. The Buffalo office was opened in 1890 and was installed in its present handsome and commodious quarters some four years ago. They are centrally and conveniently located, easy of access, and elegantly furnished. Mr. Standland has been in the service of the Metropolitan for many years, and has rendered it

popular in whatever part of the country it has been represented. In 1880 he opened an office for them in Pittsford, where he remained in charge as superintendent for three years, established the business there on a firm and substantial basis. From Pittsford he proceeded to New York City where he performed the same effective service. After two and a half years' management in New York, he came to Buffalo in 1885. The manner in which business of the company is transacted can best be explained by a description of the way in which it is conducted in this district, the manner of doing so being similar in all others. The Buffalo district, of which Mr. Standland is the superintendent, covers all the territory adjacent and tributary to Buffalo, Tonawanda, Niagara Falls, and Lockport. Seven assistant superintendents have charge of the subordinate work, and under these are fifty-six agents, who both canvass and collect. The latter being in every case done by calling on the policy holder at his own domicile. The success which this company has met with under the able management of Mr. Standland is best evidenced by the fact that one year's collections in the Buffalo district alone aggregated \$300,000. Mr. Standland is an Englishman by birth but for many years an American citizen. He is courteous and pleasant in manner, and his many qualities have made him extremely popular in Buffalo business circles.

**M**OLLER HOUSE, Edw. Moller, Proprietor, Nos. 35 and 37 Main Street. North of this city is in no widely known and better thought of by old travelers than that which we call by the name of the Moller House. Situated in what was once the very heart of the business center of Buffalo, it is the very terminus of canal navigation from the east and from navigation from Cleveland, Chicago, and the west, forty years ago it was known as the Bennett Ten-penance House, and was considered one of the crack hotels of the place, being ranked second to none even the Moller, then looked upon as the poorest hotel west of Albany. So that time the growing trade and commerce of the city have overleaped the old boundaries, and following the inevitable mutations of business centers in all growing towns, the business heart of Buffalo has gradually moved further and further to the east, trade has extended for miles in every direction and what was once the business district between the canal and the lake now occupies one of the inner city superintendents that the progressive advance of trade has created, to meet the requirements of the rapidly developing commerce of the Queen City. About ten years ago the name of this hotel was changed to that of the Moller House and in 1882, when its present proprietor took possession of it, he called it by the name which it now bears. During the many changes that have taken place in Buffalo during the past forty years and the great development of the hotel business within that period the Moller House has never lost and its popularity with the traveling public, and no greater tribute to the efficiency of its management can be discovered than that it is still the headquarters of its old time class of patrons, commercial travelers, lake captains, theatrical people, etc. It is small respects a well-appointed house, centrally located at Nos. 35 and 37 Main Street, corner of Scott, within two blocks of the depots where all passengers by train must enter the city and within five minutes' walk of all steamboat landings. The hotel is a five-story house structure, having a frontage of 82 feet on Main Street, 100 feet on Scott Street, and contains 50 light, clean and airy rooms. It is well furnished throughout, has all modern conveniences for the comfort of guests, and its arrangements are perfect, is heated by steam, and lit up with electric lights and bells. It is provided with a complete system of fire alarms and in the words of Chief Engineer H. H. Moller of the Buffalo fire department is the "best protected house with fire escapes in this city." A good liberal and plentifully provided table is kept, and the bar is stocked with the choicest brands of liquors and cigars. The rates are moderate from \$7.00 to \$25.00, and are conveyed to and from the hotel free of charge. Mr. Edw. Moller is a native of Germany, first located in America in 1840 at Cleveland, Ohio, whence he removed to Buffalo. He is an able, experienced and courteous hotel man, and is universally popular with all those having dealings with him. He is ably assisted by his son who occupies the position of clerk and nothing is left undone by either to insure the comfort of the patrons.

**J.** MARTIN, Park Stables, Prospect Avenue and Connecticut Street.—There is no one feature that contributes so much towards a city's reputation for progress and enterprise as the facilities afforded by a well conducted livery stable, such as the well patronized and reliable establishment known as the Park Livery and Boarding Stables, of which Mr John Martin (successor to Messrs. Jass, Gibson and Son) is the popular proprietor, and which is located on the corner of Prospect Avenue and Connecticut Street, the telephone call being No 3105. Mr. Martin, who resides at No. 429 Prospect Avenue, is a native of Ireland, but has been a resident of the United States many years. He began his career of usefulness in Michigan on a salary of \$3 per month. He came to this city in 1851, and soon became one of its most public spirited and trusted citizens. He has been elected twice to the position of Street Commissioner, an office which he filled to the entire satisfaction of his friends and with credit to himself. This noted stable was conducted by Messrs. James Gibson and Son, until 1888, when it was purchased by Mr. Martin, under whose enterprising management the business has grown to its present proportions. The stables are spacious and commodious and are equipped with every modern requisite, well ventilated, properly lighted, thoroughly drained, and free from all obnoxious odors. There is ample accommodation for forty-eight horses, besides a large carriage repository, with separate lockers for harness, robes, and equipments. Horses left in charge of this establishment receive the best of attendance from experienced grooms, while the provender is of the very best, and bountifully served. A large number of fine stylish coaches, carriages, landaus, coupés, top and open buggies, etc., also fine stylish riding and driving horses, can be hired upon most reasonable terms for business or pleasure at all hours of the day or night. All orders receive prompt attention. A specialty is made of carriage service for balls, weddings, parties, receptions, funerals, opera, theatre, shopping and pleasure excursions, and none but experienced and intelligent drivers are employed. Mr. Martin is a courteous and energetic man, prompt and reliable, and although a citizen of this city for so many years, he still cherishes a warm feeling for his native Isle and is an active and influential member of the Irish Land League.

**N** IAGARA TANNERY," G. F. Zeller & Sons, Manufacturers of Superior Union-Tanned Harness Leather: Tannery and Office, Howard and Smith Streets.—Many establishments find employment in the handling and manufacture of leather from the time the skin leaves the back of the animal in the shape of raw hide, to the period when it is manufactured into shoe or harness and sole leather. In this connection, we desire to make special reference in this commercial review of Buffalo to the old established and representative firm of Messrs. G. F. Zeller & Sons, manufacturers of Superior Union Tanned Harness Leather, whose Niagara Tannery is located on Howard and Smith Streets. This business was established in 1864 by Lamb & Zeller, who conducted it till 1888, when the firm's plant and grounds were purchased by the West Shore Railway and leased by the firm from that corporation and continued their business there until 1888. The firm then was dissolved, and the present concern was organized, the copartners being G. F. Zeller and his sons Messrs. H. C., J. F., and E. G. Zeller. The premises occupied have a frontage of 216 feet on Howard Street and 150 feet on Smith Street. The main building, for finishing their product of harness leather, is three stories high and 15x181 feet in dimensions, with adjoining yards. The various departments are fully equipped with the latest improved machinery and appliances. Here seventy skilled workmen are employed, and the machinery is driven by a superior 30 horse power steam engine. The output of the tannery is 40,000 sides annually. Messrs. G. F. Zeller & Sons make a specialty of Union Tanned Harness Leather, which has no superior in the market for quality and uniform excellence. The firm carefully fills orders at the lowest ruling market prices, and the trade extends throughout the entire United States. Mr. G. F. Zeller was born in Germany, but came to America when a boy. His sons are natives of Buffalo. They are honorable and able business men, liberal in all transactions, and are very popular in Buffalo. Mr. G. F. Zeller was for ten years foreman for J. F. Schoellkopf. He was appointed a fire commissioner in 1884, and reappointed in 1890 for six years. He was alderman of the Fourth Ward in 1874 and 1875, and is vice president of the newly organized Citizens' Bank.

**W** EED & CO., General Hardware, Nos. 284 and 286 Main Street, Corner Swan.—The oldest wholesale hardware house and leading concern in Buffalo and western New York is unquestionably that of Messrs. Weed & Co., which has had an honorable and successful career dating away back to 1818, when the business was started by the late Messrs. G. and T. Weed, thus representing three generations engaged in the same trade and on the same site. The house has had various changes, and the firm is now composed of Mr. Hobart Weed and Mr. James R. Smith, both partners bringing to bear special qualifications for carrying on the business upon the most modern progressive basis, and with every facility at command, including widespread influential connections and a stock that is recognized as the finest and most comprehensive in town. This is the old stand, a regular landmark in Buffalo's mercantile circles. The store on Main Street is 75x100 feet in dimensions, and connects with a four-story warehouse in the rear, 90x100 feet in dimensions. Here is carried a most comprehensive stock of shelf and heavy hardware, agricultural and garden implements, etc., a prominent specialty being made of table and pocket cutlery, scissors, etc. In these lines the firm carry the best brands of imported goods from Sheffield as well as the leading American makes, and offer the most substantial inducements both as to price and quality. The firm do the best class of city trade, and also have very desirable and important wholesale connections all over western New York and northern Pennsylvania. This is the representative house in this branch of staple trade in Buffalo, and possesses all the vigor of modern, capable management, coupled with ample resources. Mr. Hobart Weed is a Buffalonian by birth, and has here in his native city achieved a marked success in mercantile life. He gives personal attention to the guidance of this business, and brings to bear sound judgment and marked executive capacity, and worthily sustains the enviable reputation of the Weed family name in commercial life. Mr. James R. Smith is prominent and respected in leading financial and mercantile circles, and is a member of the firm of Messrs. Smith, Fassett & Co., the well known lumber merchants. He is also a director of the Bank of Commerce and is the Vice-president of the Merchants' Bank, two of the most conservatively conducted financial institutions of Buffalo. He is also the Vice-president of the Crocker Fertilizing and Chemical Company, and is a most influential and valued member of Buffalo's trade circles. The house has an enviable record of sixty-eight years' duration, and is to-day the most vigorous, as it is the leading, concern of the kind in town.

**G** ERMAN-AMERICAN STEAM LAUNDRY, John Klug, Proprietor, No. 266 East Genesee Street.—It is not many years since the home washing had to be done by the laborious process of hand-rubbing, wringing, and iron, the only aids being a tub, washboard, and sad-iron. Labor-saving machinery and public laundries have revolutionized all this. A noted Buffalo laundry which has acquired an enviable reputation for superior work and reliable business methods is that of the German-American Steam Laundry (Mr. John Klug proprietor), located at No. 266 East Genesee Street. This gentleman was born in this state. For five years he was employed in a prominent laundry in Rochester, and afterwards, for two years, travelled for the Troy Laundry Machinery Company, setting up and giving instruction in the working of their machinery. In 1889 he founded his present establishment, which at once became the centre of a very liberal and substantial trade. The premises utilized comprise a two-story building, 30x60 feet in dimensions, which are supplied with the latest improved steam washers, ironers, dryers, and everything known to modern science for use in a laundry, and operated by a steam engine of ample power, while a full force of experienced hands are given constant employment. All work is executed in a superior and prompt manner and without injury to garments. Lace curtains, fine shirts, chemises, skirts, collars and cuffs, pillow-shams, embroidered articles, fine dresses, etc., are laundered in the most artistic and skillful manner, and the annoyances of having articles changed for those of others is most carefully guarded against, while the prices charged are very reasonable. Orders are called for and delivered promptly, and high standard of service is assured. Mr. Klug is a courteous and energetic man, prompt and reliable, and has won success by his careful attention to the wants of the public and first-class service.



**T**HE BANK OF BUFFALO, Corner Main and Seneca Streets.—In referring to the banking industries of Buffalo we desire to make special reference in this commercial review to the reliable and progressive Bank of Buffalo, whose banking offices are eligibly located corner of Main and Seneca Streets. Organized in 1873, under the laws of the State of New York, this bank commenced operations with a paid-up capital of \$300,000, which has since been further augmented by a surplus of \$300,000. Its officers and directors include some of the most prudent, honorable, and successful men in the business community. This bank receives deposits, discounts approved commercial paper, deals in exchange, and transacts a general banking business. It makes a specialty of collections by means of its correspondents in all sections of the United States, Canada, and Europe. Its policy towards all the substantial interests of Buffalo is liberal and encouraging, and it gives judicious and valuable support to all kinds of commercial and industrial enterprises. Mr. Jewett, the president, was born in Moravia, Cayuga County, N. Y., January 17, 1818, and came to Buffalo May 3, 1841. He is one of the city's oldest business men, and is senior partner of the firm of Sherman S. Jewett & Co., stove manufacturers. Mr. Jewett was member of Common Council 1843, 1846, and 1849. In 1858 he was nominated for Congress, but his health prevented his acceptance of the nomination. He was one of the Republican presidential electors in 1880, and has been a member of the Board of Park Commissioners, and its president in 1879. Mr. Jewett was one of the founders of the Buffalo Club in 1867, and president in 1874. He was also one of the originators of the Buffalo Fine Art Academy, and endowed it with \$10,000, while he likewise liberally supported the Buffalo Library, and is one of our public spirited citizens. Mr. William H. Cornwell, the cashier, was elected in 1877. The bank had but three clerks then in its employment, its clientele was limited, and the total deposits were only \$300,000. To-day it employs 10 clerks, the customers are numbered by hundreds, the deposits amount of \$4,000,000, and the surplus is larger than the capital. What have been the principal causes of this phenomenal success? We answer the modern banking methods introduced by Mr. Cornwell have practically changed the banking business of Buffalo. Mr. Cornwell has always enjoyed the cordial cooperation of President Jewett, whose ripe experience, coupled with the cashier's ability and progressive ideas, have secured to the bank its unprecedented prosperity without departing from the safe lines of banking. On the walls of the bank is a stenographic frieze, designed by Mr. Cornwell, which translated reads, "Favor and Benevolence are not the attributes of good banking. Strict justice and the rigid performance of contracts are its proper foundations." The scene in the bank of Buffalo during banking hours is one of remarkable activity, and it is a common remark that if one desires to meet any prominent business man, this is the most certain place to find him. The new room for lady depositors is a gem of fitness and good taste, and there is a separate teller's window, where ladies alone are waited on. In conclusion, we would observe that the bank of Buffalo is a lasting source of credit to the Queen City, and a monument to the energy and ability of its officers and founders.

**B**UFFALO VULCANITE AND ASPHALT PAVING COMPANY (Limited), No. 134½ Swan Street.—One of the great boons to our modern civilization is the modern asphalt pavement as laid by the Buffalo Vulcanite Asphalt Company (limited).

Some years ago, the crude efforts of other concerns to lay a reliable asphalt pavement met with failure, and their work proved unsatisfactory, but the Buffalo Vulcanite Asphalt Company (limited), since its incorporation in 1888, has executed the finest work of the kind in existence, by reason of the fact that its officers are experienced, practical men, who thoroughly understand the chemistry as well as ingredients for a perfect time-defying, frost proof and waterproof pavement, and whose contracts here and elsewhere as executed, afford positive proof that no other concern anywhere is doing such splendid work. President Connors and his associates enforce a thorough system of organization, and have extensive works at the foot of Bird Avenue, on the bank of the Erie Canal, where they have invested large capital in land, buildings, machinery, etc. In the line of machinery, the equipment is the best that skill and experience can devise or capital command. A large force of hands are employed, and the company has already done a great deal of im-

portant work in the city, now having several very extensive contracts under way. Their processes of laying are the most complete, precise and perfect in existence; every minute detail is provided for, and their work is correspondingly the most beautiful and durable of any in existence. No coal tar products enter these pavements only the famous asphalt from the lake of that material in the Island of Trinidad, and already the fame of the company is securing to it large contracts for streets, paths, areas, cellars, etc. All their work is guaranteed for five years, and their paving forms the finest roadway in the world. President Connors is a native of this city, a capitalist and business man of highest repute, and whose unflinching energy and sound judgment specially qualify him for the heavy responsibilities of the company's guidance. He has the valued support of Mr. Michael Newell as vice President. He is a native of Ireland, resident here since childhood, and is one of Buffalo's self made men; a respected and influential citizen, who was police commissioner for six years, and on retiring from office in May, 1880, had the satisfaction of knowing that his department was at the highest standard of efficiency. Mr. C. U. Wagner is the popular and responsible treasurer, while Mr. W. P. Burns is the able and painstaking secretary. Mr. Burns was born in Connecticut, his ancestors, three generations back coming from Ireland. He has splendid executive capacity; he was the genial and esteemed city clerk of Buffalo for seven years, holding the office longer than anybody else, and retiring in January, 1886, on account of change in administration with an enviable reputation as a competent official. He has been a great traveller, and was one of the lucky band who happened to be at the "New Rush," now Kimberly, "Griqualand West," in the Diamond Fields of South Africa, when that amazingly rich korpse was staked out into claims—every one a big fortune. Mr. Burns was one of the first four to get his claims here and held them for 2½ years thereafter, working them with kaffirs, till the danger on state of the "diggings" resulted in consolidation in companies. He found lots of diamonds, many of fine color and perfect stones, and has now in his possession several of the diamonds he found. After the British Government seized the Province from the Orange Free State, and Governor Truter and his commands had retired from DuToits Pan, DeBeers, Prud and the vast diggings, Mr. Burns also decided to sell out, and subsequently met with many adventures, tramping 750 miles over that dreary yeldt with his bag on his back, and but few Dutch Boers from whom to seek hospitality, in order to thoroughly prospect for diamonds. Mr. Burns held office under the Orange Free State as a Justice of the peace, and sent many a "black" to the *boom* for thieving or drunkenness. He has since made two visits to the Cape each time taking parties from this city. Mr. Burns is prominent in Buffalo's political and social circles, and is deservedly popular.

**G**EORGE SUTTON, Book and Job Printer, No. 374 Seneca Street.—For strictly first class all-round work in the book and job printing line, or for promptness and reliability in executing orders, small or large, none in the business in Buffalo sustains a better reputation than George Sutton, who is certainly one of the foremost exponents of the "Art Preservative" in this city, and enjoys a very fine patronage, his trade, which extends throughout Erie County, constantly improving. Mr. Sutton, who is a gentleman in the prime of life, was born in England, where he learned his art, and has resided in Buffalo a number of years. He is a charter member of the Sons of St. George and the Ancient Order of Foresters, both of which orders he was instrumental in instituting in this city; has been established since 1889, and was formerly located on Elk Street, moving to the present commodious quarters some four years ago, and from the start he has been steadily pushing his way to favor and recognition. His premises are compact, ample and well equipped in every respect, and some half a dozen or more competent workmen are regularly employed here, the proprietor exercising immediate supervision over every detail. Estimates are cheerfully furnished on all classes of printing, from a business card, hand bill or circular to a catalogue, pamphlet, book, or newspaper, and satisfaction is guaranteed in every instance, special attention being given to fine commercial work, while the prices quoted are always of the most reasonable character consistent therewith; and all orders are attended to in the most expeditious and trustworthy manner.

WALBRIDGE & CO., Wholesale Hardware Merchants, Nos. 317, 319 and 321 Washington Street, Buffalo, can justly be congratulated upon the possession of one of the finest and largest wholesale and retail hardware establishments in America, viz., that of Messrs. Walbridge & Co. Both as regards character and magnitude of stock, no stable in the city and beyond the city of the house, and the special qualifications possessed by their partners, this concern outranks all others in the Buffalo line. The business was started in 1852 by Mr. Charles F. Walbridge, a native of this city, and whose early mercantile training specially fitted him for conducting the concerns upon the most advanced basis. In February, 1885, Mr. Harry Walbridge was admitted into partnership, and the name and style was changed to Walbridge & Co. This is a pushing, progressive house, and is every day attracting new customers by reason of the superior inducements here offered. The firm was originally located at No. 271 Main Street, whence in 1871, owing to the need for much greater accommodations, a removal was made to the building now occupied by Messrs. Plimpton, Cowan & Co., and in 1879 to the present splendid building, which is five lofty stories in height and 62x112 feet in dimensions. This, again, has been found too contracted for the phenomenal growth of trade, and the firm are now erecting a connecting building, also five stories in height and 25x52 feet in dimensions. Their store and heavy hardware storage house is at No. 83 Main Street, being four stories high and 25x200 feet in dimensions. It will thus be noted what an enormous area of floor space is devoted to the business. Here is gathered a stock by far the most complete and comprehensive in every detail. It contains the best makes of goods from both hemispheres, and here brought together for the direct comparison of the buyer. Here is every description of shelf hardware, cabinet and builders' hardware, fine cutlery, mechanics' tools of best brands, agricultural and garden implements, nails and tacks, tinners' stock, hardware for mining goods and the most famous line of stoves in town. To the manager of the Detroit Stove Works, for whom the firm are the eastern representatives. This is also headquarters for machine tools, mill and engine supplies, belting, packing, etc. The firm carry a very large stock of steel, zinc, lead, sheet iron, sheet copper, tin plate, etc., and offer the most substantial inducements both in price and quality. It may be mentioned that this firm, in the course of its prosperous career, on January 31, 1886, absorbed the stock and good will of the old firm of Platt & Co. Messrs. Walbridge & Co. reach the trade of a large part of the United States, and meet their kind and large staple goods on the smallest margins, thus immense sales giving them advantages to offer that small firms are but too unable to do. Messrs. Walbridge are members of the Merchants' Exchange, and are popular and respected merchants, who have achieved their great success on the true basis of honorable effort and the ability to secure and handle the best goods only at lowest rates.

JNO. D. SMITH, Agent for the Carlton Furnace, Dealer in Chandlery and Gas Fixtures, Plumber, Gas and Steam Fitter, No. 51 Pearl Street.—An unbroken record of prosperity extending over a period of thirty-eight years sums up in brief the business career of Jno. D. Smith, agent for the Carlton furnace, and dealer in chandeliers and gas fixtures, also plumber, steam and gas fitter, No. 51 Pearl Street. His establishment is the oldest and one of the largest and leading concerns of the kind in Buffalo, and his trade, which is very extensive, affords evidence of steady increase. The assortment displayed here is exceedingly fine—among the largest and finest in the city—and every article is well and fully warranted, while all we executed is guaranteed first class. The prices offered, too, are of the most reasonable character, everything considered, and all orders by telephone (No. 479), mail, or otherwise are attended to in the most prompt and reliable manner. The proprietor exercises close personal supervision over every department. The business premises occupy three 24x110 foot floors, with spacious and handily arranged apartments. Twenty-five or more in help are employed. The stock includes the best in hot air furnace, also an elegant line of superb chandeliers, lamps, globes, shades, etc.; also artistic bronzes, brasses, and every gas fixture in the city, with a complete assortment of plumbers' stock, of all kinds of supplies. Estimates are furnished on all orders. Chandeliers, stoves, heating and gas fitting, special attention to the plumbing and drainage work

service, and for all steam heating and sanitary work, done on a job, while furnaces are repaired and new ones put in. The following is a short notice of John Smith and his family, and his early career. Mr. Smith, the proprietor, is a native of New York, and was born in England, but has since taken up his abode in Buffalo. He is thoroughly practical and experienced in his line of work, and has over twenty years' experience, and has a thorough knowledge of the business and its every feature and detail. Among the more notable structures for which Mr. Smith has the contract, the Philadelphia fitting, which may be mentioned the Niagara Hotel, the Austin Building, Massell Hall, the Exchange Building, and a number of others equally worthy of note.

C. SCHIRRA & SONS, Merchant Tailors, No. 243 Main Street.—For many years the well-known tailoring establishment of Messrs. C. Schirra & Son has enjoyed the reputation of being a leader in the particular line of trade it affects. In 1872 the house was founded by the present senior partner and Mr. Smith, under the firm name of Smith & Schirra, at No. 251 Main Street. Six years later the exigencies of its growing trade prompted its removal to a more central location, which was found at the present stand, No. 243 Main Street. In 1888, on the withdrawal from the business by Mr. Smith, the present partnership, composed of Mr. C. Schirra and his son, Mr. Peter Schirra, was formed. The premises occupied comprise an elegantly appointed store, 25x60 feet in dimensions, handsomely furnished throughout, and provided with a large and handsome plate glass front. They are light, commodious, and well fitted to properly display the valuable and well-selected stock always carried. The finest products in cloths, tweeds, cassimeres, silks, etc., chosen in the best markets for the special requirements of the Buffalo trade are here to be found, and the most fastidious patron can from them be suited on the shortest notice. Sixteen skilled hands are kept constantly employed providing the elegant garments for which this house is noted, and which are recognizable, where ever seen, by the fine quality of the materials and the superior excellence of the cut, fit, and workmanship. The trade done is one of the largest in the city, and under the present active management is steadily increasing. Prices charged are uniformly moderate and amply fitted by any other similar establishment in Buffalo. Both the Messrs. Schirra are natives of this city, and have always resided here. The enterprising activity they have ever displayed, as well as their amiable and liberal manner of doing business, has secured for them a general popularity in the community. Mr. C. Schirra is connected with the 21 John's Commandery of Uniformed Catholic Knights, of which he is a prominent member.

CHAS. SEITZ, Dealer in Choice Groceries, Wines, Liquors, and Cigars, No. 142 Rhode Island Street, Corner Chenango.—The handling of groceries and provisions is one of the most important branches of business carried on in the city, and a well known reliable house engaged extensively in it and enjoying a high reputation for dealing in goods is that of Mr. Charles Seitz, No. 142 Rhode Island Street, corner of Chenango Street. Mr. Seitz was born in Germany in 1829, but has been a resident of this country since infancy. He learned the cooper's trade, and after working at it for ten years established his present business, which from the start has been accorded a very substantial patronage. He has occupied his present premises, which are owned by him, since 1881. The store is commodious and neatly appointed, while the stock carried embraces none but absolutely pure and first class goods, such as fresh vegetables from China and Japan, choice Mocha, Java, and Rio coffees; essences, evaporates and spices; best brands of canned meats, vegetable dishes, sauces, relishes, condiments, table delicacies and foreign and domestic fruits; snags, sirups, and butters; choice family flour, cereal and farm produce; select dairy and fancy groceries; butter and cheese, fresh fatted fowls, farm and garden products, salt and smoke meats and fish, hams, and ham by supplies; pure foreign and domestic wines, liquors, ales, and beer bottled for family use, best brands of tobacco and cigars, etc. The goods of this concern are noted for their excellent purity and low prices. The stores are kept neat and orderly, polite assistants serve promptly and sure, and two wagons are in constant use delivering goods free of charge.

**W** M. F. GORGES, Undertaker, No. 682 Broadway—A lending undertaking establishment is that of Mr. William F. Gorges, whose fine store and premises are situated at No. 682 Broadway. It was founded in 1884 at its present location by this gentleman, and a Mr. Leuer, the firm being then known as Gorges & Leuer. In 1885 the latter withdrew from the business which has since been carried on by Mr. Gorges alone. From the start the enterprise and energy of the proprietor, coupled with the ripe experience he had acquired in the conduct of this line of business, assured the house of great success, and its patronage has steadily increased from year to year, until it is to-day one of the most prominent houses engaged in the trade in this city of Buffalo. The store is neat, and well appointed, and has an area of 25x40 feet. It is handsomely furnished, and fitted up with every convenience and facility for the transaction of the large business done. A well selected assortment of caskets, coffins, trimmings, mountings, etc., is constantly carried. Mr. Gorges having established connections with the leading manufacturers of this line of goods in the United States. These, and the unsurpassed facilities he possesses enable him to take charge of the most elaborate funeral on a moment's notice, and to conduct it throughout in the most fitting manner. Orders received at any hour of the day or night, receive immediate attention. Every requisite for funerals is provided, and the establishment is as complete and extensive as any in western New York. Mr. Gorges furnishes his own hearse, carriages, etc., of which a large number as well as numerous horses are kept constantly on the premises. The embalming is attended to by practical and experienced men of acknowledged ability, and according to the most scientific and approved principles. The prices charged are always fair, and satisfaction is in every case guaranteed. The business done is very large, and a faint idea of its extent may be gathered from the statement that in one month alone, July 1890, over seventy funerals were conducted by this house alone. Mr. Gorges is a native of Buffalo, and is one of its leading and prominent citizens. He fills the important position of city sexton, and to him is entrusted the onerous duty of burying the city's dead, as well as of seeing to the immediate disposal of the remains of those who have succumbed to contagious diseases. In the discharge of these functions, he has ever exhibited great tact and discretion, and won the esteem of those with whom he has had dealings. He has always taken an active interest in public matters, and whatever has tended to increase the prosperity of his native city. His fellow citizens have appreciated his efforts in their behalf, and have elected him to the honorable and responsible position of Supervisor of the Sixth Ward, which office he still holds. He is a member of the Catholic Mutual Benefit Association, also of the Chancellor Catholic Benevolent Legion, President Catholic Knights, and is very popular in all business circles.

**O.** C. READ, Investment Securities, Nos. 66 and 67 White Building.—Mr. O. C. Read, the well known dealer in investment securities, whose office is located at Room Nos. 66 and 67, White Building, has been prominently identified with the financial world for the past twenty years, and during that time the business which he conducts has attained important proportions, and his house is now recognized as a leader in its special field. He deals exclusively in local investment securities, handling the best class of city property, including eligible building lots centrally located; also negotiates sales for syndicates, and his operations embrace prominent and wealthy parties. He has had an extended and varied experience in financial and real estate matters, and his career has been marked by a display of that energy, tact, and appreciation of opportunity so essential to permanent success in the "city." He keeps a keen eye upon the market, and is considered a leading authority upon actual values, while his extended and influential connection enables him to secure much inside information of mutual and incalculable benefit to his large clientele and himself. Mr. Read possesses exceptional facilities, through his intimate relations with bankers and noted institutions, not only for the prompt fulfillment of his own engagements, but also for the successful negotiation of important operations requiring large sums of money for others. He offers opportunities for the purchase of government and other guaranteed dividend paying bonds and stocks which are unsurpassed by any of his contemporaries, as to this branch of finance he has devoted his closest attention. He made the sale of the property for the Buffalo Club and for the Griffin House, and holds a number of very valuable

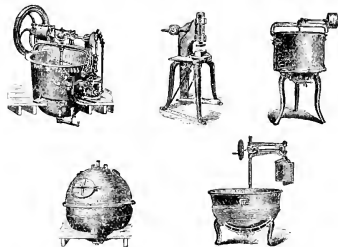
lots on Franklin and Delaware streets. Mr. Read is a native of New York, a resident of Buffalo since 1856, and still in the active prime of life. He is treasurer of the County Club, a member of the Merchants' Exchange and the Real Estate Board, and belongs to that class of steady, conservative, reliable business men, to whom Buffalo owes so much of her substantial progress and financial prosperity.

**C.** E. WILLIAMS, General Contractor, Corner Eagle and Pearl Streets.—The rapid growth of Buffalo during recent years, has made the city a wide field of industry for general contracting. In this connection it is a pleasure to make prominent mention of a contractor who has won an excellent reputation for executing all contracts undertaken by him in a thoroughly reliable and satisfactory manner. We refer to the reputation and progressive contractor, Charles E. Williams, general contractor, whose office is located at Nos. 12 and 13 Krenlin Hall, corner Eagle and Pearl Streets. This business was established in 1850 by William I. Williams, who was succeeded by Wm. I. Williams & Son. During the existence of the house of W. I. Williams & Son, Mr. C. E. Williams always conducted the contracting business individually and under his own name from the time of his admission into the concern in 1875, and since then has done a very large proportion of the city work; city and government work being his principal business. He made the addition of 800 feet to the Buffalo Breakwater, which cost \$100,000. Since the retirement of W. I. Williams, which occurred in 1884, C. E. Williams has continued the business, and has amply sustained the worthy reputation of the old firm. He has been ably assisted by the well known contractor Mr. D. W. McConnell, who was in partnership with him a portion of the time. He often employs 500 men during the busy season. He has done a large amount of city work, and has faithfully served the best interests of his patrons. He makes a specialty of constructing sewers and paving and built the Hotel Avenue sewer which cost \$240,000, repaired West Eagle Street between Main and Pearl Streets, which is conceded to be the best stone pavement in the city; macadamized pavement, Humboldt Parkway; constructed sewer in Avenue A, East Buffalo, \$35,000 and stone pavement, East Buffalo, \$50,000. These contracts give an idea of his operations, but the minor matters which he is constantly being called upon to execute we have not the space to enumerate. His long experience in this branch of the business to which he has always devoted special study enables him to successfully carry out the most difficult of this class of work, a fact that during his operations here has been of incalculable benefit to this city. He has ample capital at his command to secure the completion of all contracts left to him. His work is highly endorsed by eminent engineers, and has always given complete satisfaction to officials. He is highly regarded in business circles for his integrity and energy, and justly merits the liberal patronage secured by his industry and enterprise.

**E.** W. WEGENER, Groceries and Provisions, No. 275 Swan Street.—Without exception one of the finest and most popular grocery stores in the Second Ward is that of Mr. Ernst W. Wegener, which is located at No. 275 Swan Street corner Chicago. The store is 25x60 feet in dimensions, admirably arranged and fitted up in modern style and contains every convenience for all purposes of the business. It is liberally patronized by a good class of custom and the goods to be found here are of the best and most reliable quality. Mr. Wegener, the courteous proprietor, is a native of Buffalo and a practical business man of many years' experience. He commenced business operations in 1887 at No. 420 South Division Street, and soon built up a flourishing trade, which continued to grow, necessitating his seeking more commodious quarters for its accommodation, accordingly two years afterwards he secured and removed to the very desirable premises now occupied, and which he has put in splendid order. The stock of goods is always kept up to a full standard by the arrival of fresh invoices, and it should be said to Mr. Wegener's credit that he is never without the finest teas and coffees, pure spices, family flour, canned goods, table sauces, condiments, delicatessen, or in fact anything that belongs to the business in the way of family supplies, while he always has the best quality goods, his prices are governed by moderation and as a consequence he is doing a brisk business. Police clerks are employed and orders are filled and delivered at short notice, two wagons owned by Mr. Wegener being kept expressly for this purpose.



**H.** WM. DOPP & SON, Manufacturers of Soap Makers' and Butchers' Machinery, No. 462 Elliott Street.—The representative and leading house in Buffalo actively engaged in the manufacture of soap makers' and butchers' machinery is that of Messrs H. Wm. Dopp & Son, whose office and workshop are located at No 462 Elliott Street. Mr H Wm Dopp, who is a thoroughly practical and able machinist, established this



business in 1857. In 1878 he commenced the manufacture of soap makers' apparatus, and eventually in 1881 added butchers' and confectioners' machinery. In 1888 he died, after a successful and honorable career, and the business is now managed by his son, Mr Wm. H. Dopp, who has been brought up in the trade, and who is also a practical chemist. The premises occupied comprise a commodious two story brick building, 25x85 feet in dimensions, fully equipped with modern machinery, tools, and appliances. Here ten skilled workmen are employed, and the machinery is driven by steam power. Messrs. Dopp manufacture Improved Foot Lever Soap Presses, also H. Wm. Dopp's Patent Seamless Cast Iron Steam Jacketed Kettle, Improved Rendering and Refining Kettles, H. Wm. Dopp's Improved Power Remelting Crotcher, and Steam Jacketed Vacuum Pans for candy makers' and confectioners' uses. The H. Wm. Dopp's Improved Power Remelting Crotcher has an eight-horse power engine attached, furnishing sufficient power to drive a hoist or elevator, and to pump the soap to the crotcher, besides driving the machine. It can be put up at almost any place wherever it is most desirable, and dispenses with all shafting, pulleys and belting for the crotching. This machine the firm offer at a price within the reach of most every soap maker, being only a little more for an eight-horse power engine attached, than the remelting crotcher without the engine. The engine is well built in all its parts, has a Gardner governor, valves, etc.; a driving pulley ten inches in diameter, supplied with a shifter so that a three and a half or four inch belt may be used to convey power at will to other machinery while crotching, or while the crotcher is stopped. All that is necessary is to connect your machine to a boiler having forty pounds or more of steam, and you can not only crotch or remelt, but can in addition run your elevator or soap pump, or do any work common to a soap factory, or run those while your crotcher is idle. This machine is guaranteed in every respect, and has reached perfection as a soap remelter, as well as a mixer or crotcher; and for making cold soaps it is unsurpassed. The soap remelting crotcher without engine is constructed on modern principles. It is not approached by any other machine for making soaps by the cold process, remelting and crotching soap scraps, melting and mixing rosin, rendering tallow, making soapine, olive, and for a soap mixer and crotcher in general. A fine grade of toilet soap, equal in every respect to milled soap, can be made with the remelting crotchers in from five to ten hours, and at less than one fourth the cost of milled soap. These machines and appliances are unrivalled for utility, reliability and efficiency, and have no superiors in this or any other market, while the prices quoted for them are extremely reasonable. They are general favorites with the trade wherever introduced, and the sale of them extends not only to all sections of the United States and Canada, but also to Mexico, South

and Central America, the West Indies, Australia, Europe, Japan, and China. Mr. Wm. H. Dopp is highly esteemed by the community for his enterprise and integrity, and is very popular in trade circles.

**B**UFFALO SPECIALTY MANUFACTURING COMPANY, Oliver Cabana, Jr., Treasurer and Manager; Belt Fasteners, Belt Dressing and Specialties, Nos. 67 and 69 Washington Street.—The Buffalo Specialty Manufacturing Company is sole manufacturer of several articles of great merit, and absolutely essential to the public in their respective lines of usefulness. Mr. Oliver Cabana, Jr., the principal stockholder and manager, is one of the most popular and progressive members of business circles, and about four years ago began the manufacture of his justly celebrated "Buffalo" belt fasteners, and "Electric" belt dressing. He found a ready market existing for these invaluable specialties all over the world, and on his factory being burned out in the Root & Keaning Building, he removed to his present premises. Here he has added several other specialties to his list, including his "Rapid" harness menders, which can now be found in nearly every store in the United States and Canada. His belt fasteners are a necessity in every factory, and with their use, old, torn, and broken belts can be patched and mended so as to again become serviceable, and the company has numerous testimonials as to the immense saving thus effected in the heavy outlays for belting. The "Rapid" harness menders embody the same principle, and enable the farmer and horse owner to instantly repair all broken harness, halters, etc. These menders should be kept ready for emergency in every buggy-box and wagon box in the land. The "Banner" harness oil is an entirely new preparation, a discovery free from all deleterious ingredients, and effectually softens and water-proofs the leather, rendering it tough and pliable, and is in fact the most wonderful leather preservative of the age. It is far superior to neat's foot oil, and the sales are rapidly extending. We strongly recommend the jobbing trade to secure sample lots of these goods, which are ready sellers, profitable and reliable. Mr. Cabana employs 35 traveling men, four in the United States, one in Canada, and one in England, and has established branches of his company in Hamburg, Germany, and International Bridge, Ontario, and thus covers the trade of both Canada and Europe. Mr. Cabana is a young and enterprising manufacturer; producing goods nowhere else duplicated, and securing to Buffalo an important and flourishing industry, and has before him prospects of the most favorable character.

**H.** D. FOLINSBEE, Real Estate Broker: Office, No. 1 Brown's Building, Corner Seneca and Main Streets.—The realm of reality and kindred hues is a sphere of activity engaging the attention of a number of the most substantial and respected citizens in this community, prominent among whom is H. D. Folinsbee, whose well appointed office is conveniently located at Room No. 1 Brown's Building, corner Seneca and Main Streets. Mr. Folinsbee occupies commodious quarters here, with telephone connection (No. 700), and has an efficient clerical staff, conducting a general real estate and insurance brokerage business. Mr. Folinsbee, whose is a gentleman of middle age, was born in Canada, but is an old and esteemed resident of this city, and any bank in Buffalo will attest to his responsibility. He is a man of entire probity of character, as well as energy, sagacity, and thorough experience in the handling of realty and risks, and is president of the Real Estate and Brokerage Board, to which office he was elected last year. This well known and responsible agency was established in 1878 by Messrs. J. E. Folinsbee and James O'Neil, who were succeeded in 1881 by J. E. & H. D. Folinsbee, under whose joint management it has continued up to 1887, when the last named gentleman assumed sole control and has since continued the business alone with uninterrupted prosperity. Mr. Folinsbee buys, sells, and exchanges city and suburban property of every description, on commission, giving personal attention to the collection of rents, and the management of estates. Insurance is also effected in responsible fire companies at current rates, exceptional facilities are possessed for placing large lines. Loans are negotiated also, and investments desirably placed, while appraisements are made for intending purchasers, and taxes, etc., paid for non-residents; and all interests entrusted to this gentleman are certain to be handled in a manner to satisfy the most exacting



**J.** S. MOORE, General Insurance Agency, Academy of Music Building. Reliable insurance companies are always found to be represented by reliable men, and reliable insurance agents will not represent other than first class companies. When, therefore, it is stated that for the past sixteen years Mr. J. S. Moore has been actively engaged in the insurance business in the city of Buffalo, during which period of time he has acquired the esteem, respect, and confidence of the business men and the public in general, that statement is as much an encomium on Mr. Moore's enterprise and integrity as it is an endorsement of the policy of the companies for which he is the local representative. This capable man has been a resident of Buffalo since 1876, and as already stated established his present business in 1881. For the past seven years his offices have been located on the second floor of the Academy of Music, in the heart of the business center of the city. These are two in number, are large and airy, and well lighted, handsomely furnished and fitted throughout, presenting to the visitor when from the appearance of a building indicating its interior. The apartments reserved for the use of the clerks are raised off and screened from the view of the public, while that appropriated to the use of the latter is commodious and well adapted to the transaction of the business of the office, with a very large number of patrons. A large and efficient staff of clerks, bookkeepers, stenographers, and others are employed in the carrying on of one of the largest insurance businesses in the State, who covers all western New York, and extends into the adjoining States. The principal companies represented by Mr. Moore are the Liberty Insurance Company of New York City, California Insurance Company of San Francisco, American Insurance Company of Newark, N. J.; Farmers' Fire Insurance Company of York, Pa.; Girard Fire Insurance Company of Philadelphia, Pa.; New York Fire Insurance Company of New York City; German Fire Insurance Company of Pittsburgh, Pa.; Prudential Insurance Company of Boston, Mass., etc. In addition to his agency business, Mr. Moore is also an adjuster of insurance loss, a task for which his wide knowledge of the subject is well known, and his long experience eminently qualify him. His services in this capacity are much sought for by all the leading companies, not only in his own district, but also in the entirety of the State of New York and many adjoining States. His decisions are invariably characterized by a keen discernment and sound judgment, and in most cases are accepted by all concerned as those of an experienced, upright, and reliable man. Mr. Moore is a leading citizen of Buffalo, deeply interested in all that affects its welfare, and is very popular with all much esteemed by all classes.

**J.** D. JOSEY, Dealer in Groceries and Provisions, Oats and Feed, Baled Hay and Straw; Agent for National Fire Insurance and Union Insurance Companies, No. 185 South Division Street, Corner Spring. If Johnson's enterprise and energetic management are a guarantee of success, no house has a more legitimate prospect in Buffalo than that of Mr. J. D. Josey, dealer in groceries and provisions, and insurance agent. It was established by Mr. Sanborn in 1867, and in 1878 the present proprietor succeeded in taking the business over. The premises occupied are situated at No. 185 S. W. Division Street, at the corner of Spring Street, and consist of a two-story frame building, 22½ feet in dimensions, well fitted up in each of the handsomely furnished. A large and well assorted stock is constantly on hand, consisting of choice fancy and staple groceries, country produce, and provisions of flour, feed, oats, baled hay and straw, etc., etc. A specialty is made of the finest grades of fresh cream butter, and of Japan, fragrant Mocha, Java, and Rio de Janeiro, and particularly of our fresh dairy butter and poultry eggs. Mr. Josey is a receipt of the choicest country products, when he makes a call upon his patrons at very moderate rates. The trade here is extensive, and delivery wagons carry goods to any part of the city free of charge. Mr. Josey is also agent for the National Fire Insurance and the Union Insurance Companies, and has made a valuable class of customers in this line. He is a native of East Aurora, and removed to Buffalo at an early age. For two years he was employed as shipping clerk in the large and well known furniture manufactory of Messrs. A. Cutler & Son. He is energetic, ambitious and pushing, unflinchingly courteous of demeanor, and has made hosts of friends, who rejoice with him in his success.

**S.** HONEY SHEPARD & CO., Proprietors of the Buffalo Stamping Works, Manufacturers of Stamped, Pressed, and Expanded Wire and other Sheet Metal Goods; Dealers in Irons, Supplies and Housekeeping Hardware, Nos. 115, 117, 119 & 121 Second Street. The stamped tinware and ironware trade, as is now doubtfully known, has for several years been an interesting and important specialty, and is surpassed by few branches of the general hardware trade. The mere enumeration of the articles which go to make up the trade would fill several columns, while the styles and varieties of stamped ware are constantly increasing. In reference to this useful industry we have particular reason to note the representative and reliable firm of Messrs. Honey Shepard & Co., proprietors of the Buffalo Stamping Works, and manufacturers of stamped pipe, and galvanized tinware and other sheet metal goods, whose offices and sales-rooms are located at Nos. 115, 117, 119 & 121 Second Street. This extensive business was established in 1876. The premises occupied for warehouse purposes comprise a spacious and substantial building, having a frontage of sixty feet on both Second and Carroll Streets, by a depth of 16½ feet. The structure being four stories on the former and five stories on the latter. Here the large and immense stock of tinware, tinware supplies, and housekeeping hardware, which are unrivalled for quality, finish and reliability, and have no superiors in this or any other market. The two end corners of Clinton Street are fully equipped with the latest improved tools, machinery and appliances. Much of the machinery was specially designed, and is covered by patents held by the firm. The equipment is valued at several hundred thousand dollars. In addition to which the house commands ample resources, and is so well and responsibly in every respect. The firm employ in the factories 500 skilled hands, and their trade extends not only throughout the entire United States and Canada, but also to the West Indies, South America, etc. The firm's branch house is in Chicago, Nos. 27 and 29 Randolph Street. Here is done a very extensive business, and the sales are rapidly increasing, owing to the superiority and intrinsic merits of its products. The firm employ fifteen traveling salesmen in Chicago, and ten in Buffalo. The partners are all natives of Buffalo, where they are highly esteemed in trade circles for their integrity and enterprise, justly meriting the abundant success secured in this important industry. This responsible house is an important acquisition to Buffalo by virtue of the large number of operatives employed and also the strictly honorable manner in which all its operations are conducted.

**H.** MESSESMITH, Dealer in Carpets, Parlor and Chamber Suits, General House Furnishing Goods, Stoves, Ranges, Etc., Nos. 306 to 320 Madison Street. The furniture trade of Buffalo, like every other staple branch of commerce, comprises every class of dealer, with corresponding ratios of value and excellence. As in everything else, even furniture, it always pays to get the best. An establishment who stands in the front line of the furniture trade in the Queen City of the Lakes is that of Mr. H. Messersmith, whose show-rooms are located at Nos. 306 to 320 Madison Street. This business was first established in 1875 by Kuhnhold Bros., who were succeeded in 1885 by the present proprietor, who purchased the Patent String Bed Works on Broadway, and eventually went into the furniture business. The premises occupied occupy eight store rooms. The show-rooms consist of three floors, each 60x120 feet in dimensions, and cover a floor area of 32,000 square feet. The establishment is equipped with electric power lights, etc., and contains an immense stock of superior dining room, parlor, chamber, and kitchen furniture, carpets, oil cloths, rugs, general house furnishing goods, stoves, ranges, beds, bedding, etc. Mr. Messersmith is well known to be the most desirable and reliable dealer in the city, and is difficult to be duplicated elsewhere. He promptly furnishes estimates for the entire furnishing of these houses, etc., which can be paid for weekly or monthly on the installment plan. Twenty-eight persons are employed in the establishment, and the trade extends throughout all sections of Buffalo and its vicinity. The annual transactions of this house now amount to upwards of \$1,000,000, and its business is still steadily increasing. A specialty is made of patent spring folding beds, which have no superiors in the market, and are unrivalled for comfort, durability, and excellence. Mr. Messersmith was born in Williamsville, New York, but has resided in Buffalo for the last eighteen years, where he is greatly respected by the community for his enterprise and sterling integrity. He is an active competitor for business, and is very popular in trade circles.

**H.** H. JAMES, Diamond Expert and High Grade Watch Specialist, No. 6 East Eagle Street.—One of the most attractive stores in the city of Buffalo is that of Mr. H. H. James, diamond expert and high grade watch specialist, located at No. 6 East Eagle Street, near Main. It is richly and tastefully fitted up and furnished, and nothing has been left undone to exhibit to the best advantage the splendid stock which is here earned. This house was established in 1888 by Mr. James, and from the start the superior quality of the goods offered as well as the fine business tact and enterprise of the proprietors made it a favorite with the public. The patronage it then secured has been extended, until now it is one of the largest and most influential in the city. A full and complete line of the finest gold and silver watches, precious stones and jewelry of all descriptions from the most renowned houses in the world is constantly on hand, and there is nothing which is usually to be found in first-class houses of the kind that cannot here be purchased. A staff of polite and attentive assistants are employed attending to the wants of customers, and no trouble or pains are spared to give complete satisfaction to all. A specialty, and one for which this house has the exclusive privilege in Buffalo, is the sale of gold watches on the *Toutin* co-operative payment plan, which offers to purchasers unequalled advantages, whereby a \$40 watch can be secured for \$10 as the lowest figure, and \$20 as the highest, in a period of time not exceeding five weeks, according to the class of members in which the customer is enrolled. No stockholder under this system pays more than spot cash value, while on the other hand through many speculative advantages he is apt to get a valuable watch at a price far below its actual cost. This system, the invention of Mr. E. M. Kenyon, of Chicago, is protected by 15 copyrights, and under it already over twenty clubs have been formed in this state. Mr. James is also a high grade watch specialist, and his watch and jewelry repairing department is second to none. Practical and experienced watch makers are employed, and prompt attention is given to all work entrusted to them, while prices charged are extremely moderate. Mr. James is a native of Phelps, Ontario County, in this state, and was for many years in the employ of such well known houses as that of G. Castle, and of Castle & Eckert, as a watchmaker. He is skilled in all the intricacies of the art, and gives his personal supervision to all work done.

**I** RISH & ENGLISH, Mammoth Furniture, Carpet, House-furnishing and Bedding Emporium, Nos. 303, 305, and 307 Washington Street.—Buffalo has numerous representative establishments, but none that are of a more creditable or of a more useful character than the Mammoth Furniture, House-furnishing, and Bedding Emporium of Messrs. Irish & English, Nos. 303, 305, and 307 Washington Street, two of the most popular and progressive merchants of this city. This is an instance of the rapid growth of a business from small beginnings, because conducted on the basis of handling the best goods only, and at prices which have never been duplicated elsewhere. Mr. Charles G. Irish founded the house in 1857, and was succeeded by the present firm in 1876, composed of Mr. John P. Irish, his son, and Mr. Henry English, a native of Connecticut, resident here for upwards of twenty-five years, and universally respected. Mr. Irish is a native Buffalonian, and a popular, esteemed, public-spirited citizen and philanthropist. He is a trustee of the *Boothblacks' Home*, and a member of the Board of Trade. He is also a member of the *Masonic order*, etc., and has a very wide, influential connection. The present immense building of the firm was erected to meet the growing requirements of their trade, and is four stories and basement in height, and 75x100 feet in dimensions. It is most handsomely and completely equipped, and has all the modern improvements, including steam heat, one safety passenger elevator, etc. The firm are manufacturers of fine parlor and library furniture, and they also deal generally in full lines of all descriptions of staple and fancy furniture, house-furnishing goods, carpets, bedding, etc. Quality has ever been their first consideration, and nowhere in Western New York can such an immense or desirable stock to select from be found. Goods are sold cheaper here than anywhere else, and invariably afford the utmost satisfaction. To those who desire easy terms, and to at once secure the use and benefit of a purchase, the firm arrange for small instalment payments. Since 1883, when they began this system, they have developed the largest furniture trade in Buffalo. They make a magnificent display

in their warehouses, giving the purchaser a choice from fifty or more different styles of parlor and bedroom sets, dining-room, library, and other outfits, besides hundreds of single articles, fancy chairs, tables, stands, cabinets, ornaments, etc. The firm are doing such an enormous trade as to be enabled to quote lower prices than ever, while, as is so well and widely known, they are liberal and honorable in method, never hurry instalments, and in every way seek to benefit the public, and give them the best facilities obtainable in the United States.

**H**OTEL BROEZEEL, Wells, Seneca and Carroll Streets; B. L. Sheldon & Son, Proprietors.—The city of Buffalo is to be congratulated upon having such an excellent and strictly high-class hotel as "The Broezeel," which is one of the most modern and popular houses in town, with superior cuisine and a service equal to any in the state. The Hotel Broezeel is eligibly located on Wells, Seneca, and Carroll Streets, the main entrance being on Wells Street. The original Broezeel Hotel was erected in 1872, and formed a part of the Broezeel Estate. This building was destroyed by fire, February 21, 1889, and the executors immediately erected the present first-class building, sparing no expense to make it one of the finest and most complete in the city. The Broezeel is five stories high, 166x173 feet in area, and contains 175 rooms available for guests. It has three spacious staircases, and contains all modern improvements, including steam heat, electric lights, safety passenger elevator, electric bells, barber shop, billiard room, etc. On the first floor are the general and private offices, dining room, bar, billiard room, etc. The wainscoting is of Tennessee marble, the floor of white marble, and the woodwork of polished imported oak. The ladies' parlors are commodious and elegantly furnished; the dining room is spacious, light and airy, and there are sixty rooms with bathrooms. The Broezeel is conducted on the popular American plan, and its rates vary from \$2.50 to \$100 a day, according to room and location. These rates are remarkably reasonable, when the superiority of the accommodations and the exceptionally high standard of the cuisine are taken into consideration. This has always been a special feature with Messrs. B. L. Sheldon & Son, the proprietors, who are judicious and enterprising purveyors. They are noted for having at all times the choicest and best in the market on the table, and plenty of it; while a distinguished chef and competent assistants are employed. No odor of cooking or laundry work can ever reach guests, and the construction of the house renders it absolutely fire-proof. Messrs. B. L. and M. B. Sheldon opened the Broezeel March 31st, 1890, and already have achieved a marked success. Both father and son are natives of Rochester, N. Y. They are highly esteemed by the community for their kind and courteous manners and sterling integrity, and guests having once stopped at the Broezeel are sure to return when revisiting Buffalo.

**J**ACOB FAULY, Dealer in Coal and Wood, No. 433 Broadway.—Mr. Fauly is a native of Germany and has been a resident of the United States since 1849, and the greater portion of the time of this city. He is a practical blacksmith by trade, and for many years was engaged in that business, which he relinquished in 1889 and purchased this old and well known establishment from Mr. John Falk, and under his enterprising direction the business has grown quite perceptibly in volume and influence. The premises occupied are spacious and commodious, appropriately fitted up and equipped with every facility, such as ample office room, shedding, coal pockets, standard scales, screens, delivery wagons, etc. A full and complete stock is constantly carried of the very best varieties of anthracite coal received direct in the cleanest condition from the most famous mines in the Schuylkill, Lykens, Lehigh, Wyoming, and Lackawanna valleys in Pennsylvania, also the choicest of bituminous coal from the best producing regions in that state. The coal handled here is thoroughly freed from cumin and slate, sold at lowest market prices, and full weight is guaranteed. His stock of wood comprises thoroughly seasoned body hickory, oak, maple, beech, birch, and other hard varieties, also hemlock, spruce, and yellow pine for kindling. He has unsurpassed facilities for meeting all demands satisfactorily, and is prepared to furnish all orders promptly either in ton or car load lots in the best condition. Mr. Fauly is an energetic, wide awake, and pleasant gentleman, prompt, reliable, and honorable in all his dealings, and is a highly respected member of the Coal Exchange of this city.

**H**UMES & SANFORD, Real Estate and Insurance Agents, No. 16 West Swan Street. No firm engaged in the handling of realty and the placing of risks on property in Buffalo is more widely or more favorably known than that of Hume & Sanford, whose office is located at No. 16 West Swan Street. This is the third office as well as one of the very leading and most reliable real estate agencies in the city and for upwards of a quarter of a century has been steadily more rising in popularity and patronage. It was established in 1864 by Messrs. J. Hume and James W. Sanford, and by these gentlemen the business was conducted up to about one year ago when the senior member was removed by death and Mr. Charles L. Hume, formerly clerk in the office, became a partner, the old firm name, however, being still retained. They occupy comfortable quarters in the first floor of the City Block with ample and complete facilities, including telephone lines from Nos. 145 and are assisted by an efficient and capable staff of principals themselves, experienced and personal in their knowledge of every detail. A general real estate business is carried on, including the sale and purchase of every description of property, both in town and country, and rents are collected, likewise, in the best and most judicious manner. Particular attention being given to the payments of taxes, both for non-residents. They are offering a number of choice building lots at very truly liberal terms, also on time payments, and are prepared to place investments on good security, while loans and mortgages are negotiated. Insurance is effected in the best fire companies, at lowest rates, the firm representing the Williamstown City Fire Insurance Company of Brooklyn, and the Firemen's Fire Insurance Company of Newark, and, altogether, a flourishing business is conducted. Mr. Sanford, who is a gentleman of middle age, was born in Dutchess County, N. Y., but has resided in Buffalo since 1851, and Mr. Hume, who is a comparatively young man, is a native of this city. They are both men of the highest integrity as well as of energy and thorough experience in the conduct of realty and risks, and are prominent members of the Fire Underwriters' Association.

**J. J. WHITE**, General Commission Merchant and Wholesale Dealer in Fruits and Produce of All Kinds, No. 8 West Market Street and Nos. 170 to 181 Perry Street. To few young men is it given to build up in the incredibly short space of time years such a business as is transacted by the well known house of J. J. White, general commission merchant and wholesale dealer in fruits and produce of all kinds. Established in 1871, this house has since its inception taken a prominent position among the wholesale establishments of the city, and enjoys to-day as extensive a trade as the best of its competitors. The premises occupied by this flourishing concern are situated at Nos. 170 and 181 Perry Street and comprise the entire building, having an area of 2,618 feet. This is the building originally occupied when the business was first started, and owing to the large proportions to which that business has grown, it has become necessary for Mr. White to replace it by a larger and more imposing structure, which will be erected within a few months. The new building will be fitted up with the most modern devices for the careful handling of the large stock, including a cold storage warehouse for the preservation of the choice products which Mr. White has constantly on hand. A liberal and permanent patronage with jobbers in all sections of the country has been built up, and the vast shipping and transportation facilities afforded by the numerous trunk and branch lines of railway centring in Buffalo are fully taken advantage of, to the great benefit of the dealers who place their orders with the firm, and all producers and shippers can rely on having their goods promptly disposed of to the best advantage and an immediate account of sales rendered. A general wholesale commission business is carried on, and Mr. White has a well-established reputation as a responsible and successful merchant who does the best he can for every consignment. He deals largely in fruits by the car lot, a branch of the trade to which especial care is given, and consignments are daily received from all points, not only in the surrounding districts, but also from the Southern and Western States. Many leading fruit growers concern almost exclusively to this house, where their interests are so carefully looked after. The trade, which is exclusively wholesale, extends to all parts of the country, and in 1890 reached the handsome figure of \$700,000. Mr. White is an active and enterprising young businessman, who has attracted his present high standing in trade circles through his own

energy and progress, and spirit, and which were a source of much gratification to a large circle of friends and admirers. He belongs to the Buffalo Produce Exchange, of which he is an active and popular member.

**THE MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY** (Incorporated in U. S. No. 12 Law Exchange). This company has been in existence one of the most highly organized and successful of the most old and successful of the kind in the United States, and is one of the most popular and extensively known of its kind. The Massachusetts Mutual was organized and commenced business in 1835, and the history of its institution during the thirty-nine years intervening has been marked by steady progress and increasing popularity and prosperity, and is bound to increase and continue. The reputation of this institution of the association of its members, the large amount of the assets of the business to have been exceptional, largely being accounted for by the numerous years of its organization, while the investments are of the highest safe and character, and the business placed on the same solid, upon examination of the books, and to be more extensive. The amount of new business written for the company is greater than ever before since its organization, and the company, and they are now writing more than the business they were four years ago. And while new business is extensive, and especially so when competitors are active, it is gratifying to find that notwithstanding the large amount of new insurance placed on the books during the year, the expense ratio is less than for the year 1888. Every policy written by this company is simple, concise, and extremely liberal, notwithstanding being unimpaired in these respects, and all policies now issued here, by their terms, substantially free from conditions except as to premium payments, after being two years in force, and they carry with them all of the benefits of the Massachusetts cashed and paid up value law. And the prevailing tendency toward unusual and complicated forms of life insurance contracts, which in many cases are urged upon the insured, accompanied by extravagant and unbounded promises to be attained in the distant future, they have chosen to adhere to the plan of the easily understood contracts, free from speculative or doubtful features. The Buffalo office, which has been established some thirty years, has been under the efficient management of Mr. Hethcote since, who controls within his territory the entire state of Syracuse. Mr. Hethcote, who is a gentleman of about forty years in Pennsylvania, is a man of thorough experience as well as energy and excellent business ability, and for ten years represented the company in eastern Pennsylvania.

**J. WOLF & CO.**, Dealers in Hardware, Stoves and Ranges, Cutlery, Tinware, Lamps, Etc., No. 200 Broadway. The vast variety of implements and articles that are classed under the term general hardware renders the trade of the greatest importance in every community, and more especially in the larger cities and business centres. A prominent, prosperous, and representative house engaged in this and kindred branches of trade in Buffalo, deserving of more than passing mention and maintaining an excellent reputation for handling the best class of goods and for reliable, straightforward dealings, is that of Messrs. J. J. Wolf & Co. The premises utilized are of ample dimensions, commodiously arranged and very neatly appointed, having every facility at hand for the successful prosecution of the trade. The stock carried partakes of so useful a character as to claim particular attention and general patronage. It embraces everything known to the trade under the term general hardware, such as contractors, builders' blacksmiths' and wheelwrights' shelf and heavy supplies, hardware, machinists' and artists' tools, farm and garden implements, picks, tins and table cutlery, saddlers', harness and shoe makers' findings and materials, merchant iron and cast-iron, household goods, culinary articles, hollow, tin, copper, and sheet iron ware, white lead, zinc, paints, oils, window glass, painters' and glaziers' supplies, lamps, and lamp goods, kindred implements, and etc. They also carry a full and complete assortment of the latest and most improved patterns of heating and cooking stoves, ranges, heaters, furnaces, gas and oil stoves and their fittings. The entire stock has been selected from among the productions of the best makers in the world, and the prices are uniformly very low and reasonable. Messrs. Wolf and Hertz are polite, pleasant, and enterprising business men, prompt, honorable, reliable, and very highly respected by their fellow citizens. Mr. Wolf is an active member of the Catholic Mutual Benefit Association, and Mr. Hertz is a member of the Catholic Knights

**P**ALACE STABLE. W. J. Hovey, Proprietor, Nos. 104, 106, and 108 East Eagle Street.—One of the best equipped and most centrally located boarding and livery stables in Buffalo is the proprietor, of which Mr. W. J. Hovey is the proprietor. This gentleman was for six years engaged in a similar business at Salamanca, Cattaraugus Co., and in 1889 removed to this city. During six months he acted as assistant in the large and well known sales stables of Mr. George W. Daniels, and in April, 1890, he purchased his present establishment. It is situated at Nos. 104, 106, and 108 East Eagle Street, and comprises a two-story substantial structure, 125x30 feet in dimensions, together with a spacious wagon house having an area of 25x100 feet. These premises are finely equipped with all the latest improved stable fixtures, fitted up at great expense, and nothing has been omitted that can in any way tend to increase the comfort and proper care of the fine stock they shelter. Superior stalls are provided for fifty horses, and a staff of five experienced assistants is employed in looking after the animals entrusted to the house. Mr. Hovey's long and wide experience in the handling of valuable horses is of incalculable service to his numerous patrons, while the prices charged for board and attendance are extremely moderate. A livery business is also conducted, some ten fine animals being owned by the concern, as well as many elegant and first-class rigs, which are rented out at very reasonable rates. These turnouts are not surpassed for style and excellence by those of any other establishment, and are easily recognized on our streets by their fine appearance and the superior quality of their whole equipment. The stables are kept open at all hours, and orders are promptly attended to at whatever hour received, whether by day or night. They are connected with the telephone system of the city, and orders transmitted by that means (call 1504) are immediately responded to. A special feature is made of supplying carriages for funerals, weddings, christenings, etc., and none but the most skillful and respectful drivers are entrusted with the turnouts of this house. In the short time that Mr. Hovey has been before the public as an aspirant for patronage, he has, by his eminent fitness for the conduct of this class of business, and the thorough knowledge he has displayed of all that pertains to horsemanship, established a reputation of the most enviable kind. He is a progressive member of the Liverymen's Association, in the welfare of which he takes a deep interest. Mr. Hovey was born in Eden, N. Y., and by his enterprise and fine business qualifications has gained a well-merited popularity with his large and steadily growing patronage.

**H**ENRY E. SMITH & CO., Shippers of Anthracite and Bituminous Coal, No. 23 West Swan Street.—To say that the coal trade of Buffalo is something immense, hardly conveys the idea of its magnitude. The growth and development of this vast interest here during the past decade or two is probably unprecedented in the history of any city in the country, this being to-day the greatest centre for coal traffic in the world. Among the representative merchants contributing to the general commercial activity in the line indicated there are none more worthy of note in the present review than Henry E. Smith & Co., whose office is located at No. 23 West Swan Street, Chapin Block. They are shippers of and wholesale dealers in anthracite and bituminous coal of all kinds, doing a large retail trade also, and, altogether, their business is of a most substantial character, handling in season from 1000 to 1500 tons per week. The firm receive direct from the mines, and have capacious yards on the corner of Louisiana and Scott Streets, with ample railroad sidings on Erie and Lehigh Valley railroads, and ship extensively to Canadian points and all the lake ports. A carefully assorted and first class stock of hard and soft coal, all thoroughly screened, is constantly carried on hand here, and a large force of help is regularly employed, while several carts deliver to all parts of the city and suburbs. Bottom prices always prevail, and customers are assured of getting standard weight, as well as an excellent article in every instance, quantity and quality being guaranteed; and all orders, wholesale and retail, receive immediate attention. This flourishing business was established in 1886 by the present senior member, who conducted the same alone up to about two years ago, when he associated with him in partnership Thos. C. Pears, and under their joint management it has been continued with increased success. Messrs Smith and Pears, who are natives respectively of this city and Pittsburgh, are men of energy and sagacity, thoroughly conversant with the trade, and are prominent members of the Anthracite Coal Exchange.

**P**EBY, U. S. Bounty and Pension Attorney, Nos. 360 and 362, Main Street.—Probably no country in the world has shown so much grateful care for her disabled soldiers and sailors as the United States, as is shown by the ample provision made and sustained by Congress for their benefit. Among the prominent Buffalo houses who attend to the necessary and important business of pressing claims of veterans before the authorities of the Pension Office, no one is more worthy of special record than that of Mr. P. Eby. This gentleman has had nearly thirty years' experience in the presentation of bounty and pension claims, and has proved his ability and skill by the great success which has uniformly attended his practice. He is thoroughly versed in all the many details which form a constituent part of the business of securing prompt attention to the legitimate demands of these faithful servants of their country, and enjoys a high and wide reputation for his promptness, exhaustive knowledge, and perfect reliability in skill in every branch of this profession. Mr. Eby is most favorably known in Washington by the heads of the departments and is very active and busy, respected alike for capacity and managerial expertise, as well as for unquestioned integrity and probity. Mr. Eby is a Canadian by birth, and has now resided in Buffalo since 1858. As an appendage to his general professional avocation he is also an expert conveyancer and notary public, using both English and German in his profession, and enjoys the confidence and esteem of all the many who know him.

**G**ERMAN ROCK ASPHALT AND CEMENT COMPANY (Limited), Corner Eagle and Pearl Streets.—A representative and one of the most important concerns of the kind in this section of western New York, actively engaged in the manufacture of German rock asphalt and cement, is that known as the German Rock Asphalt and Cement Company, whose office in Buffalo is located at No. 14 Kewadin Hall, corner Eagle and Pearl Streets. This company was incorporated in 1888, under the laws of New York, and its trade now extends throughout all sections of New York, Pennsylvania, Ohio, and Canada. The company's yards, etc., are situated at the foot of Maryland Street. The company imports German rock asphalt and cement, and lays down watertight floors for streets, breweries, ice houses, stables, sidewalks, distilleries, hospitals, docks, cellars, malt houses, yards, roofs, factories, etc. The floors laid with the company's asphalt and cement, are acknowledged by all to be far superior to any other, as they are absolutely impervious to water, and wear longer than any other similar flooring. The company warrants its work for five to ten years, and promptly furnishes prices and drawings of mosaic marble floors. It was awarded the highest premium at Pennsylvania State Fair in 1888, for laying and building in concrete and artificial stone. The company are also agents for Jenkins's M-talithic. The following gentlemen, who are widely known in Buffalo's business circles for their enterprise and just methods, are the officers: viz., Chas. E. Williams, president; Albert J. Hoffmeyer, vice president; Frank L. Bapst, treasurer; John Seibert, Jr., manager. The company employs 150 workmen, and its telephone call is No. 146-0.

**S**PANN & CHANDLER, Grain and Commission Merchants, No. 27 Board of Trade Building.—The importance of Buffalo as a distributing point for grain to the eastern markets has produced a great increase in late years in the number of young and enterprising houses who make a specialty of receiving and forwarding on commission. Among the most enterprising of these additions to the commercial ranks of this community is the well known firm of Messrs. Spann and Chandler, founded in 1882 by Mr. O. G. Spann & W. F. Chandler. Their offices were at first located on the Central Wharf, but in 1883 they followed the exodus of grain men from that locality, and removed to the Board of Trade Building on Seneca Street, where they have since occupied Room No. 27. From the start the house received a liberal patronage, which has ever since been on the increase, and which is both large and influential. The business done is exclusively a commission one, the handling of barley being made a specialty of. Consignments are solicited, and consignors can feel assured from the well established reputation this firm enjoys, locally and elsewhere, that their interests will be most carefully looked after. Mr. Spann is a native of this city, while Mr. Chandler was born at Hamburg, Erie County, whence he came to Buffalo in 1872. Both are members of the Merchants' Exchange, and are popular with all those with whom they have dealings.

**A.** B. CRANDALL & CO., Commission Dealers in Horses and Mules (Combination Sale Stables adjoining Crandall House—Fast Buffalo)—If there is one exception of the "Queen City of the Lakes," that shows greater evidences of the onward march and growth of commercial and material interests than another that section is Fast Buffalo, where is located the second largest stock yards in the United States, and where is being rapidly developed the most important and extensive horse market in the country. This fact is to be attributed to the wide range of facilities, tact, shrewdness and business acuity of the commission dealers in horses who have made their names known far and wide and earned a reputation for business activity and commercial honor of which they may pardonably feel proud. Among such, stands out in bold prominence the highly trustworthy firm of Messrs. A. B. Crandall & Co., who are combination sale stables and in the Crandall House and who annually dispose of very large numbers of horses and mules for every purpose of use. This business was carried some years ago and passed, in 1880, into the hands of the present proprietors, Messrs. A. B. Crandall and V. B. Crank, two of the best known and most highly esteemed horse traders in the entire stock market of the Empire State. Their premises occupy a lot covering nearly 20,000 feet in area, and this has stalls for 6,000 horses. It is well equipped and is clean, thoroughly ventilated, and provided with all modern conveniences. An extensive addition to stalls is now being erected, and when this is completed the firm will have the most ample and excellent accommodation for a few thousand more. The firm has also recently laid out a one-third of a mile of track for the accommodation of their clients. Around this track is a fence one foot high, and in the centre of the track the firm has decided to erect a pavilion for the sale of horses by auction. The firm receives consignments of horses and mules from all the great agricultural sections of the country, and give careful attention to the selection of their stock. In addition to their extensive trade among merchants, manufacturers, etc., the firm supply street car railway companies, not only in Buffalo, but also in Rochester, Cleveland, Chicago, etc. Liberal advances are made on consignments of horses and mules when desired. Auction sales are held every Monday, Thursday, and Saturday, and low prices are always realized for first class animals. The transactions of this concern in horse sales are immense, and still growing. Their sales amount to over \$100,000 monthly, and the reputation of the members of the firm is an honorable one and well-earned. No man hereabouts is better known or more highly esteemed as a trustworthy, responsible business man than Mr. A. B. Crandall, who is the proprietor of the popular hotel, the Crandall House. He is a native of Portland, N. Y. Mr. A. B. Crank is also a native of the Empire State, a thorough and experienced horseman, and was formerly in the same line of business in Kansas City. In addition to handling horses and mules on commission, the firm are also the agents for the Burton Stock Car Company.

**W.** H. LAM & BROS., Bookbinder and Envelope Manufacturer, Nos. 224 and 225 Washington Street. The oldest established and one of the most reliable concerns in Buffalo, engaged in bookbinding and the manufacture of envelopes—located at Nos. 224 and 225 Washington Street. This business was founded forty years ago by M. Knapp, who in 1878 engaged Mr. Bork as an assistant. In 1879 Mr. Bork became a partner, and eventually the firm was succeeded by W. H. Lam & Co., who continued the business until 1885, when Mr. Bork became sole proprietor. The premises occupy a large space upon the first floor in area, fully equipped with the latest style of appliances and machinery, including every printing press and envelope-making machines. Here twenty-five full of men are employed, and the machinery is driven by a first class gas engine. The capacity of the envelope machines is 125,000 envelopes daily. Bookbinding in every style is artistically executed by Mr. Bork from pamphlet and sheet work, to the finest grade of Morocco calf, Russia leather, etc. Books are bound promptly according to customer's directions, while in all cases the very best stock and workmanship is used, and the binding is as durable as may always be required or desired. Special attention is given to binding editions in cloth or in muslin, while the prices quoted for all work are exceedingly moderate. The trade of this house extends far and wide to all sections of Buffalo and the adjacent cities. Mr. Bork is residing in Buffalo the greater part of his life, where he is greatly respected in

business circles for his skill, enterprise and integrity. He is a prominent member of the Buffalo Catholic Institution, and a director and treasurer of the North Elmwood Land Company.

**W.** H. L. BROS. & CO., Manufacturers and Wholesale Dealer in Men's, Youths', Boys' and Children's Clothing, Nos. 34 and 39 Pearl Street. From comparatively insignificant proportions, the wholesale clothing trade has grown to vast magnitude in Buffalo within a quarter of a century. The extent of its operations, the numbers to whom it furnishes employment, and the general interests involved, all point to the extensive branch of business an importance that place it at once among the great departments of manufacturing and mercantile activity to-day in this city. Engaged in the line indicated the Biron City has some noteworthy firms prominent among which is that of Wile Bros. & Co., whose enormous establishment is located at Nos. 34 and 39 Pearl Street, and which is about the most widely known and most representative house of the kind in Buffalo. They are manufacturers of, and wholesale dealers in, men's, youths', boy's, and children's clothing, employing altogether between 200 and 300 in help, and their products are in wide and increasing demand in the trade all over the United States, owing to the uniformly high standard at which these goods are manufactured, every garment being subjected to close personal examination by an expert before being placed in stock. The premises occupied is office, safe room, and manufacturing department comprise an entire six story and basement 3,815 foot building, with ample and complete facilities. Several efficient salesmen are employed, besides a half a dozen representatives on the road. An exceedingly large and fine assortment is constantly carried on hand here, including ready made suits in every size, style, shape, grade, and pattern, also a number of specialties in clothing, and all orders for the trade are filled in the most prompt and reliable manner, the proprietors eyeing immediate supervision over the various departments. This flourishing business was established about fifteen years ago by M. Wile, and some time later the firm became Wile & Strauss, who were succeeded by Wile, Birk & Co., they in turn being succeeded on January 1st of the present year by Wile Bros. & Co. The individual members are Messrs. Mayor Wile, Isaac Wile, and Herman Wile-brothers, gentlemen in the full prime of life and natives of Baden Germany, but residents of this city many years. They are all men of energy and experience, thoroughly well-versed in their dealings, and sustain an excellent reputation in the trade.

**J.** O. H. LANGNER & BROS., Wholesale Dealers in Groceries, Flour, Feed, Salt, Oil, Refined Hay, and Straw, Nos. 77 and 781 Seneca Street. The leading and best known wholesale grocery house in Fast Buffalo is that of Messrs. John D. Langner & Bros., Nos. 77 and 781 Seneca Street. The firm are wholesale dealers in groceries, flour, feed, salt, oil, refined hay and straw, and though young in years, the firm have acquired experience and in the employment of just a few of the best and influential connections. Here is an interesting business successfully carried on. The business is originally established in 1875 by Mr. John G. Langner, who was succeeded by his sons, the present proprietors in 1884. The building, occupied by his sons, is the most substantial manner, four stories high and 100 feet in dimensions, conveniently arranged for handling and storing the immense and varied stock, and elegant in all its appointments. Here it is to be found a magnificent display of all the finest groceries, the capital of the best stock in New York, and which offers substantial value to the trade, as to price and quality. As to the investors and agents for leading manufacturers, they can carry the best brands known to the trade, and are building up their business on the solid foundation of knowing what the trade wants, knowing where to source the best and purest goods at lowest net rates, and by pursuing an honorable "live and let live" policy, giving their patrons a chance to make a sale and offering them every inducement and the widest range of products to get from. Their stock is kept up to the highest standard of excellence, and the trade is brisk and lively in city and country, requiring the services of fifteen assistants and a number of delivery teams. The Messrs. Langner are natives of Buffalo and young men of the highest repute and standing, and are constantly doing much toward the promotion of Buffalo's commercial prosperity.

**F**RIES & CO., Brass Founders, Etc., Nos. 89, 91 and 93 Main Street.—One of the most noteworthy and representative houses of the many engaged in the brass foundry industry of the city of Buffalo, is the well known and long established one of Messrs Fries & Co. From the start the quality of the workmanship and the durability of the materials used attracted the attention of the trade, and before long a valuable and influential patronage was secured. The business developed with great rapidity, and in August, 1889, the constant pressure of demand for the superior products of the house made it urgent that larger and more commodious premises be found. Hence the removal at that time to the splendid quarters now occupied at Nos. 89, 91, and 93 Main Street. These comprise the entirety of two floors, each having an area of 50x100 feet, and are thoroughly equipped with all the latest improvements in machinery and tools for the successful prosecution of their important business. Neither time, money, nor pains have been spared to make these works the finest in this section of the country, as a trip through the establishment soon testifies. A general line of brass founding is here produced, every variety of brass work suitable for the purposes of plumbers, steam engine builders and gas and steam fitters. Only the most skilled hands are employed, about twenty in number, and all orders for work entrusted to this reliable firm are certain of receiving the personal supervision of its members, all of whom are expert and practical machinists of many years' experience. Their ability has often been attested to do any and all kinds of brass work, even the most intricate. A large local business is done also throughout Western New York, Ohio, and Pennsylvania. Many of the largest contracts awarded in the state for brass work in all its forms have fallen to them, such large concerns as the Wagner Palace Car Co. and others being regular patrons. All the members of the firm are natives of Germany, but have been residents of Buffalo for many years.

**B**UFFALO HAT MFG. CO., Mark & Guggenheimer, Proprietors, Nos. 73 to 77 Seneca Street.—The leading hatters, haberdashers, and shoe dealers are undoubtedly Messrs. Mark & Guggenheimer, carrying on business as the Buffalo Hat Manufacturing Co. The house was established in 1885, and from that date to the present, has deservedly enjoyed five years of uninterrupted prosperity. The specialty of the concern is the manufacture of head-gear, and having the advantage of two factories, one located here and another at Newark, N. J., the firm are always prepared with the latest styles as soon as introduced, and are enabled to sell on a closer margin than most of their competitors both to the trade and the general public. The retail establishment of the firm now comprises the three stores located at Nos. 73, 75 and 77 Seneca Street, which are completely stocked with every description of hats and caps of their own manufacture, for men's, youths', and boys' wear in all the latest and most fashionable styles, with as an extensive and varied assortment of gents' furnishing goods, boots and shoes as can be found in the length and breadth of the Queen City. Twelve polite assistants are here employed, popular prices prevail, while the house is efficiently represented on the road by a corps of travelling salesmen, who control a large wholesale trade throughout western New York. Mr. Mark is a native of Greenville, S. C., and came to Buffalo in 1884, his partner being a New Yorker. As before stated they established a copartnership in 1885, and in the comparatively brief intervening period have placed their establishment among the leading industries of the Empire State.

**G**US. E. KURTZ, Importing Tailor, No. 14 E. Eagle Street.—Prominent among the members of the strictly first-class branch of the custom-tailoring trade of Buffalo ranks Mr. Gus. E. Kurtz, No. 14 East Eagle Street, opposite the Iroquois Hotel. Mr. Kurtz originally established in business on Seneca Street six years ago, and removed to his more central and desirable quarters in 1885. Here he displays what is, without doubt, the best selection of the finest quality of foreign and domestic suitings and cloths, in all the new and fashionable patterns and textures, to be found in this section of the city, and from which the most captious and critical taste can be readily satisfied. Some idea of the extent of his fine custom trade may be learned from the statement that he keeps in constant employment a force of from twelve to fifteen skilled journeymen, who are constantly likewise under his personal

supervision. Mr. Kurtz is a talented master of his profession, and is admittedly as skillful and artistic a cutter and designer as there is in the city. Liberality and a straightforward system of honorable dealing have ever characterized his transactions. Mr. Kurtz is a native of New York City, and the success which has attended his business career in Buffalo has been fairly and justly merited, and we deem him worthy of mention, both as regards his talents as a practical merchant tailor, and his recommendatory qualifications as a respected private citizen.

**G**EORGE E. NEWMAN, China, Glass, Crockery, Etc., No. 44 Main Street.—The development of the trade in china, glass, and crockery ware, and of the most elegant fancy household goods, etc., is indicative of the increase of material wealth, refinement, and culture among the American people. A house in Buffalo whose policy and methods have always retained for it the confidence of the commercial world, and whose ability, enterprise, and energy place it in the front rank of the wholesale and retail trade in this line of goods, that of Mr. George E. Newman, centrally located at No. 44 Main Street, is well worthy of more than passing observation. Mr. Newman was born in Poland, Herkimer County, this state, and has been a resident of this city since 1845. Having a full knowledge of this trade, he inaugurated this establishment at this address on his own account in 1860, and at once developed a very large and substantial trade, both wholesale and retail, and extending throughout the city and surrounding country. The premises utilized comprise a handsome, substantial, four-story brick building, having a frontage of 39 feet, with a depth of 135 feet, and fully equipped with every convenience for the accommodation and advantageous display of his large and valuable assortment of goods. The stock carried embraces a bewildering variety of beautiful and brilliant wares in china and glass, Sevres, Limoges, German, and French china; lava, bisque; and Parian marble; Bohemian stained glass, cut and embossed; also plain and pressed glass ware, statuary, fancy and ornamental wares for use and ornament; also lamps in every variety, from the piano telescope to the smallest size, and of all patterns, together with their fittings; yellow and stone ware, Rockingham, Wedgwood and Trenton pottery, etc. He also carries a full line of household cutlery, fancy wares of all kinds, plated goods, etc. His long experience in the business, together with his superior connections, enable him to place before his patrons the very best lines of goods and at the very lowest prices. Mr. Newman is a popular, polite, and courteous gentleman, of high executive ability, energetic and reliable, and is most highly respected as a merchant and public spirited citizen.

**C**HARLES F. WARD, Architect and Superintendent, No. 365 Main Street.—On few classes of men does such responsibility rest in a rapidly developing city like Buffalo as on those whose professional skill is invoked to design the handsome structures which are to ornament it. Of the many responsible men engaged in the active practice of the profession of an architect, none enjoys a more enviable reputation for the originality of his conceptions and the excellence of his plans and designs than Mr. Charles F. Ward, whose offices are located in Room No. 3 at No. 365 Main Street. This gentleman was born in Massachusetts, from which he removed to this city in 1877. For twenty years he was engaged in the general business of a builder, and some two years ago he devoted himself exclusively to his profession. His long experience in the building trade, of all the details of which he is conversant, renders his services as superintending architect of inestimable value to his numerous patrons. Many handsome private residences in the fashionable quarters of this city, as well as numerous buildings, including manufacturing plants and churches, on our principal thoroughfares bear witness to the artistic taste and skillful designs of this gentleman. Among the most noted examples of his ability in this line of work is the beautiful Pilgrim Congregational Church on Richmond Avenue, also a \$19,000 dwelling house on Oakland Place, than which no finer architectural monuments are to be found within the wide limits of Buffalo. Mr. Ward is always prepared to furnish plans and specifications, and make estimates for all classes of work. He also undertakes the superintendence of constructions, at most reasonable rates. He is a gentleman of courteous address, whose liberality in his dealings with patrons has secured him a wide popularity in Buffalo and elsewhere.



**N**EW YORK CENTRAL AND HUDSON RIVER RAILROAD.—To speak of the New York Central and Hudson River Railroad, or of what is more familiarly called "The Central," is to name the best equipped and best managed railway system on the American continent; and, considering the important influence it has in the development of the commercial, manufacturing, and material resources of the "Queen City of the Lakes," it is but fitting that this great railway enterprise should be accorded a prominent position in "Illustrated Buffalo." Buffalo is a city of railroads, for within the limits of the municipality itself there are 638 miles of railroads. It has within it more miles of railroads than any other city in the world, with, perhaps, Chicago excepted. At the head of all these, in point of efficiency of service, perfection and safety of travel, elegant accommodations, and thorough completeness in all that contributes to make trips, whether short distances or between extreme points, "The Central" stands **A1**. The veriest novice needs not to be told that this leading line of railroad stretches from Buffalo to New York City, right across the Empire State, and that while from each terminal there are numerous lines connected with it, its main artery gives off branches that intersect a large area of country, establishing here and there connections with other systems of railway which form, altogether, a vast network of iron roads all over the American continent; so that a traveller once aboard a Central train can reach in quick time and safely any destination he desires, and meet with the utmost courtesy and civility on the way from the officials of the road. The New York Central Railroad was organized in 1853 under a special law authorizing the consolidation of the roads then extending from Albany to Buffalo, namely: the Albany and Schenectady, the Schenectady and Troy, the Utica and Schenectady, the Mohawk Valley, the Syracuse and Utica, the Syracuse and Utica Direct, the Rochester and Syracuse, the Buffalo and Rochester, the Buffalo and Lockport, and the Rochester, Lockport and Niagara Falls. The new company took possession August 1, 1853. On May 12, 1856, the Hudson River Railroad Company was chartered, and the line from New York to Albany was opened October 3, 1857. This company was absorbed by the Central Nov. 1, 1859, and since then the company has built, bought, leased, or chartered the following named roads: the New York and Harlem, the Spuyten Duyvil and Port Morris, the Dunkirk, Allegheny Valley and Pittsburgh, the Syracuse Junction, the Buffalo Junction, the Geneva and Lyons, the Troy Union, the West Shore, and three-fourths of the ownership of the two bridges over the Hudson River at Albany. The cost of the road and its equipment footed up to close on \$150,000,000, and millions have since been spent in improvements, etc. The total miles of track is 3698.25, of which 374.50 are laid with iron, leaving 3323.75 miles of steel rails. The route from Buffalo to New York, 440 miles, is a four track line, thus securing special lines for freight and passenger traffic, and avoiding delays, interruptions, and putting collisions between freight and passenger trains beyond the range of possibility. About twenty thousand employees are employed on this great railroad, and the salaries and wages paid aggregate more than ten and a half million dollars yearly. The Central is ahead of all other railroad companies in the magnificence, comfort, and convenience of its car service, which includes the famous Wagner palace drawing room, dining and sleeping cars, vestibule buffet, smoking and library cars, with barber shop and bathroom. These, in short, are superb hostilities on wheels, attended by courteous and efficient help. It is behind no other line in the speed of its trains nor in its terms, and a reference to its published time tables will give all the information desired as to the arrival and dispatch of trains at all points. The Central is the only trunk line terminating in the city of New York, where it enters the only station in the city, and this the largest and most handsome and convenient between the Atlantic and the Pacific. The route of the Central from the metropolis to the shore of Lake Erie is through some of the most charming of river, lake, hill, and valley scenery to be found on the globe, and the branch lines radiate through lovely and prosperous sections of the country. The run from Albany to New York is along the eastern shore of the most picturesque American Rhine, as the Hudson River has been long appropriately called. Between Albany and Buffalo there are four tracks on the main line, and most of the branches have double tracks. At Buffalo the New York Central and Hudson River Railroad unites with the Lake Shore and Michigan Southern, the Central link in the Vanderbilt System, which runs through Pennsylvania,

Ohio, and Indiana, with branches penetrating all portions of Central and Southern Michigan to Chicago, Illinois. At Cleveland the Lake Shore line connects with the Cleveland, Cincinnati, Chicago and St. Louis Railway, the "Big Four Route," which forms the southwestern extension of the Vanderbilt System, reaching all the cities named, and, by connections, every portion of the Mississippi Valley. At Dunkirk the Dunkirk, Allegheny Valley and Pittsburgh Railroad, one of the lines leased by the New York Central and Hudson River Railroad Company, connects with the Lake Shore. Connection is also made at Buffalo with the Michigan Central Railroad, another link in the Vanderbilt System, which traverses Canada for 225 miles, crosses into the State of Michigan at Detroit, extends northward to the Straits of Mackinac, which unite Lakes Huron and Michigan, throws out branches to Toledo, in Ohio, and to most of the important towns in Michigan, and continues on to Chicago and Joliet, in Illinois. Buffalo is reached by two lines of the Central. From Rochester the main line runs direct to Buffalo, 69 miles distant, while a second line runs by way of Lockport to Niagara Falls and Suspension Bridge, connecting there with the Canada railroads, and thence to Buffalo. Minor branch lines of the company are intersected between Albany and Buffalo as follows: Geneva to Lyons, connecting the Auburn and the main lines; Rochester to Charlotte, on Lake Ontario; Canandaigua to Buffalo, via Batavia; Rochester to Canandaigua, connecting with the Northern Central Railroad of the Pennsylvania System; Batavia to Attica; Lockport to Tonawanda; and Suspension Bridge to Lewiston, a port on Lake Ontario. The Central is the only line running three great limited trains daily between New York City and the west. With its connections it is the most direct line across the continent from the Atlantic to the Pacific, and forms an important link in the great international highway around the world. For excellence of track, speed of its trains, the safety and comfort of its patrons, and variety and loveliness of its scenery, the Central is unsurpassed by any other railroad in the world, facts which reflect great credit upon the management. The Central has encircled Buffalo with a belt line that is of immense service to the Buffalonians, and numerous trains are run round the city daily, as a reference to the time tables of the company will show. The starting point and terminal of this line is the company's handsome, large, and convenient station on Exchange Street. This depot is likely to be supplanted ere long by a much larger one. Not only for passenger but for freight traffic the company have every facility for satisfactory meeting the needs of the public, both in promptitude of service and reasonableness in charges. The company's interests in Buffalo are immense. In addition to its tracks, stations, engine and repair shops, warehouses, etc., it is the owner of the extensive stock yards at East Buffalo. The headquarters of the company are in New York, and Buffalo is represented on the company's board of directors by Mr. Sherman S. Jewett of this city. The general officers of the company are: Cornelius Vanderbilt, chairman of the board; Chauncey M. Depew, president; Charles C. Clarke, first vice president; Horace J. Hayden, second vice president; H. Walter Webb, third vice president; Edwin D. Worcester, secretary; E. V. W. Roster, treasurer; Nathan Guilford, general traffic manager; John M. Toucey, general manager; Theodore Voorhes, general superintendent; George H. Daniels, general passenger agent. The company's office in Buffalo is at No. 1 Exchange Street, where the company's interests are carefully and successfully looked after by Mr. Edson J. Weeks, the popular general agent in the passenger department. At the station, Mr. George H. Burrows most efficiently fills the office of superintendent, and is esteemed by his brother officials and the public. The New York Central carried over eighteen million passengers last year, and its passenger earnings, at a fraction less than two cents per mile, amounted to nearly ten million dollars. This great company is justly styled by the press of two continents "America's Greatest Railroad."

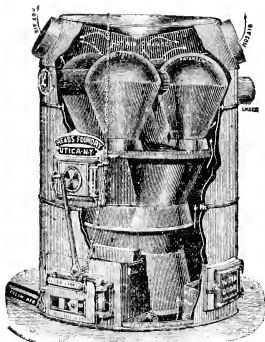
**C**HARLES KIBLER, Dealer in Fine Family Groceries, Nos. 443 and 445 Michigan Street, Corner Clinton.—A leading and representative house in the large family grocery trade of the city is the first-class establishment of Mr. Charles Kibler, Nos. 443 and 445 Michigan Street, corner of Clinton Street. Mr. Kibler is a native of Germany, and in 1854 came to this city, where he has ever since been a prominent and influential citizen. In 1855 he founded the large house that bears his name, at the corner of William and Potter Streets. So successful were his efforts, that he soon found it



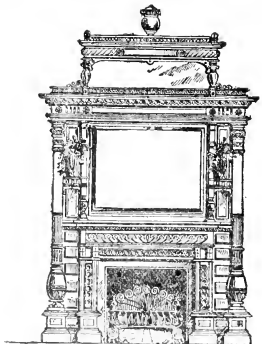


**N**ASON & HAY, Wood, Slate and Tile Mantels, Tiles, Tile Floors, Marble Work, Brass Goods, and Everything Pertaining to Fireplaces, Corner West Avenue and Vermont Street.

—Of late years much attention has been given to the decoration of dwellings and buildings, and in no way can this be more effectively accomplished than by the use of wood, slate, or ornamental tile mantels, tile flooring, etc. In this city, among those making a specialty of this business, there are probably none who



display such artistic ability in this direction as Messrs. Nason & Hay, whose office and warehouses are at the corner of West Avenue and Vermont Street. These gentlemen are thoroughly accomplished



masters of the art, and execute work which for originality of design, beautiful and pleasing in its effects, may be said to be unsurpassed; and during the three years they have been associated and established in their present location, have done work of surpassing excellence for Zink & Hatch, Law Exchange; Windsor Path, Washington Street; St. Louis Church, Main Street; National Transit Company, Oil City, Pa.; Rev. Bishop Ryan, Chapel and House, Fort Porter; Mrs. Noble, Front Avenue; Mr. Clement, Plymouth Avenue;

Mr. Henry Smith, Washington Street; M. F. C. Lautz, Ferry Street; Mr. Henry French, Delaware Avenue; Iroquois Hotel, Marble Floor, Main Street; Geo. Urban, Jr., Pine Hill; German Insurance Building, Main Street; Holy Angels' Convent, Porter Avenue; Cataract Bank, Niagara Falls; Shea's Music Hall, of this city, and many others. The firm manufacture every variety and style of wood mantels, and also slate mantels, in imitation of rare, valuable marble, and likewise splendid tile mantels in geometrical figures. They also lay tile and marble flooring, and execute tessellated work in this direction in the highest style of the art; arrange grates and terra cotta fireplaces, and specially treat tiles, tile floors, and marble work. A full stock of goods is always carried that belong to their business, together with brass goods, and everything pertaining to fireplaces. A special feature is made of Roman mosaic work, and, as expert, practical workmen only are employed, the very best satisfaction is always given. The prices that prevail are formed by moderation, and all work is fully warranted. Mr. J. M. Nason was born in Washington, D. C., and besides being a thorough business man, is a gentleman of most excellent taste and judgment. Previous to engaging in business in this city he was with the firm of J. S. Conner & Co., in the city of New York. Mr. James E. Hay is a native of England, and was formerly manager and superintendent for W. Briggs, the contractor, at Manchester, in that country. He is thirty seven years old, and has been in the United States for some time. He is a gentleman of splendid artistic abilities, and be and Mr. Nason are active, energetic business men of character and standing, and sustain a high reputation in this community. The premises occupied by the firm are 30x120 feet in area, and the display made of splendid artistic mantels, tiling, etc., is one of the largest and most complete and perfect in its variety to be seen in Buffalo.

**F.** J. LEDERER, Printing and Embossing, No. 672 Jefferson Street.—An enterprising and popular house devoted to the printing, embossing, and bevel elzing, and mailing tubes industry in the eastern district of the city of Buffalo is that of Mr. F. J. Lederer, at No. 672 Jefferson Street. It was established in 1879 in premises situate in the same block of buildings in which it now is, and from the start the patronage secured was of a most extensive and influential character. In February, 1890, removal was made to the neat and commodious quarters now utilized for the purposes of the business. They comprise a fine two-story building, 28x64 feet in dimensions, are easy of access, spacious and commodious, and are admirably adapted for the carrying on of the large amount of business transacted. The office is situate in the front of the building, is handsomely furnished and provided with every facility for the proper display of the samples of fine work done by the house, and are elegantly fitted up in every particular. The mechanical and art departments are located in the rear, and are fully and completely equipped with all the latest improved machinery and appliances, as well as the finest materials, including four modern presses, stereotype, embossing and bevel elzing machinery, plan and ornamental metal type in all the latest styles and designs, elegant borders, embellishments, cuts, and general job printing furniture. There is ample power, and a large capacity for rapid and perfect production. Competent workmen are employed, and the house is prepared to execute orders of any description at the shortest notice and at very reasonable prices. The work turned out is noted for the neatness and taste displayed, and will compare with that of any similar establishment in the city. It includes church and society printing, letter, note, bill, and statement of account headings, envelope and postal card work, business, visiting, and direction cards; wedding, party, ball, and reception work, hotel and restaurant bills of fare, playbills and announcement posters, hand bills, books, legal and catalogue work, in fact everything usually done in a first-class commercial house. The work is first class in every feature of merit, in design, fineness of finish, and artistic excellence, and is executed at lowest rates. Estimates are furnished and contracts entered into for the execution of all kinds of printing. The business done is very extensive, proving the high appreciation in which the work of this house is held. Mr. Lederer is thoroughly experienced in all the intricacies of his art. He is a member of I. O. O. F., Knights of Pythias, Uniformed Rank, Red Men, and of the Order of United Friends, and is as popular in social as in business circles.



**T**HE EAST BUFFALO STOCK YARDS, L. B. Crocker, superintendent.—Though the rise of the oressed beef business of the west has to some extent checked the growth of the trade at Buffalo, this is still one of the great livestock marts of the continent, and the largest sheep market in the world. This is a universally admitted, and whoever may gain say it, it has likewise to be conceded that the stock yards of Buffalo have contributed more to make the city famous than all her other interests combined. These remarks are the outcome of your reporter's visit to the East Buffalo Stock Yards controlled by the New York Central and Hudson River Railroad Company. The yards cover about eighty acres of ground and present a model of neatness, cleanliness, good order, exactitude and facility in the transaction of business such as can be found nowhere else, Chicago not even excepted. A stone platform 2000 feet long with sixty two receiving chutes, through which medium like number of cars can be unloaded at the same time, opening into a lane running east and west, via which the cattle, sheep and hogs are distributed in their different departments. The yards are paved throughout with Medina sand stone, illuminated with electric light, and the work of loading or unloading is carried on by night or day. Water is supplied from the city water works, supplemented by four immense tanks, which are furnished with well water operated by a steam power engine owned by the stock yard company. The yards contain ten fifty tons capacity Fairbanks scales. The levers, bearings, and working parts, being overhead, are removed from dampness, dirt and filth, the cause of incorrect weight in pit scales. Mr. L. B. Crocker invented the adjustment of the weighing apparatus mentioned above and now in general use among cattle dealers. The drainage is perfect, and sheds afford shelter from inclement weather. The cattle department has a housing capacity of 10,000 head; the two buildings of the sheep department have a housing capacity of no less than 25,000 head all under cover, while in the hog department similar accommodation is afforded for 30,000 head. In what degree this mammoth enterprise is prospering may be deduced by a comparison of the cattle receipts between 1880 and 1889: cattle receipts, 1880, 78,965,354; 1889, 118,273,430. In 1863, the New York Central yards were first opened to the public. The first hogs were yarded in December, and the first cattle in January 1864. Mr. Leonard Crocker, grandfather of the present superintendent, was manager of the sheep and cattle department, and Messrs. Metcalf and Cushing in charge of the hog department. Leonard Crocker was unfortunately drowned in 1870, and was succeeded by his son, Mr. Lemuel H. Crocker, who on his decease in 1885, was in turn succeeded by his son, Mr. L. B. Crocker, who is the present able and efficient superintendent of this gigantic enterprise.

**T**HE CARY SAFE COMPANY (Limited), cor. Scott and Chicago Streets.—The increase in the number and wealth of industrial establishments, and the rapid growth and sudden development of the banking business, which is a natural and necessary result, as well as the increasing and reiterated attempts of the burglariously disposed to enrich themselves without toil at the expense of the industrious, and the increased risks of the loss of valuables, books, and documents, owing to the augmented danger from fire, have combined to place the manufacture of fire and burglar proof safes and vaults among the leading scientific industries of the age. The time is long past when the perfection of safe making was considered to have been attained by the production of a strong iron chest, of which the sole merit was that it was too weighty and cumbersome to be boldly carried away, and that only one particular key would allow its heavy iron door to be thrown back upon its hinges. Whatever its advantages may have been as to protection against fire, it offered but little resistance to the skilled craftsman, whose skill and activity have usually kept abreast of the march of improvements. Science and industrial skill have, however, gained the lead, and of the many devices designed to protect property against thieves' hands, none occupy a higher eminence than the widely known fire and burglar proof vaults and safes manufactured in this city by The Cary Safe Company (Limited). This business was first established by Messrs. H. D. & S. L. Cary, who for several years conducted a large jobbing and retail business in this line of trade. In 1889 the present company was formed, the members of the old firm continuing with the new company, and a manufacturing business in this line of goods was embarked in. The premises now occupied by the works of this enterprising concern are located at the corner of

Scott and Chicago streets and cover over an acre and one-half of ground and comprise an entire three story building, having a frontage of 100 feet by a depth of 350 feet, besides several smaller buildings. They are fitted up with all the latest improved machinery, requisite for the manufacture of their products, and a large body of skilled workmen are kept in steady employment under the direction of the superintendent, who has had over twenty years' experience in this line. In addition to the large trade that they are now having in the ordinary fire and burglar proof work, bank vaults, etc. (and they are now making shipments into nearly every state and territory in the Union) they have lately placed on the market a new patent screw door burglar proof safe, intended entirely for bank use, which is formed by cutting a heavy thread absolutely into the body of the door, making it round and by a system of gear wheels, etc., screwing it in absolutely air and water tight. This particular product, we are informed, meets with great favor and success, and after an inspection by anyone of this wonderful safe does not leave a possibility of a doubt as to its being the most absolute burglar proof and fireproof constructed safe in existence.

**V**OLNEY P. KINNE, Men's Outfitter and Manufacturer of Fine Custom Shirts, No. 307 Main Street.—Buffalo's fashionable outfitter is Mr. Volney P. Kinne, whose attractive establishment is centrally located at No. 307 Main Street. The business was established in 1886 by Messrs. Kendall and Kinne, succeeded in 1889, by Mr. Kinne alone. He brings to bear special qualifications. He manifests correct taste, sound judgment and original ideas, while he has influential connections everywhere and always



shows by far the choicest and most attractive stock of gentlemen's furnishing goods in Buffalo or western New York. With characteristic enterprise he has recently opened a custom shirt factory, that ranks second to none in this country. Although many "suits" to order "are seen displayed by dealers everywhere, few of such dealers actually have their shirts made by their own employees, but send their orders to some shirt factory to be filled. Mr. Kinne however, has all his shirts made on his own premises and employs the very best help to be had in the country, paying unusually large prices to secure them from other cities. All materials used are of his own special selection and well adapted to the finest grade of custom work. All his shirts are cut from an entirely new principle, and an absolute guarantee as to quality and perfect fit goes with every garment that leaves this model establishment. Fine shirts, dress shirts, neck-tie shirts, night robes, pajama suits, underwear, collars and cuffs are among the principal articles made to special measure. He supplies the members of leading social and business circles with shirts, underwear, hosiery, gloves, tennis suits, bathing suits, smoking jackets, etc. His characteristic enterprise is shown in his publication of *Men's Wear*, a monthly bulletin of men's fashions, which is beautifully illustrated, and is bright, crisp, and instructive. He is a direct importer of all foreign goods in these lines, and handles only the best grades of everything. His annual catalogue fully describes the principal articles kept in stock and made to order.

**G. W. SMITH LUMBER COMPANY, No. 123 Clinton Street.**  
 Prominent in rank in the principal industries of the "Queen City of the Lakes" is the wholesale handling of lumber, and ranking foremost among the chief concerns that are not only now actively identified with this important commercial interest, but which have for more than a lifetime shared largely in the efforts of developing this branch of commerce to its present extensive proportions, is that of the G. W. Smith Lumber Company. This is a line of enterprise that is specially pertinent to Buffalo by reason of her far-reaching lines of transportation by both rail and water and is one that has done as much as any other branch of trade in fostering and promoting the city's growth and material well-being. In the steady, upward growth of Buffalo's lumber industry for the past forty years the concern of G. W. Smith & Son has been ever prominently in the forefront and has always commanded the lion's share of the trade by reason of its facilities for promptly and satisfactorily meeting the demands of its customer at terms beyond the range of legitimate competition, as well as that of its upright, straightforward business methods. The history of this old established and highly reputable concern is an interesting one, and therefore all the more worthy of representation in this illustrated work on Buffalo's industries and progress. The enterprise was started at its present location, No. 123 Clinton Street, in 1841 by Mr. George W. Smith, one of Buffalo's old time and esteemed residents. In later years, and when the enterprise had grown extensively, he took into partnership his son and son-in-law (Mr. P. A. Baleoni), and then it was that the long used and widely known firm name of G. W. Smith & Son was assumed. Mr. Smith's grandson, Capt. H. C. Baleoni, son of Mr. P. A. Baleoni, became a member of the firm in 1884. In July, 1880, Mr. G. W. Smith and Mr. P. A. Baleoni retired from the active management of the enterprise, and the G. W. Smith Lumber Company was formed with Capt. H. C. Baleoni as its president. At the same time an amalgamation was made with the Empire Lumber Company, Limited, of Pennsylvania, which had been organized about five years before by Mr. A. M. McClain, its manager and Mr. J. Y. Gosser, who is now the president of that concern, Capt. H. C. Baleoni being its secretary and treasurer. The headquarters of the combined concerns are now at No. 123 Clinton Street, where, for the purposes of the business, a handsomely appointed, cozy office, but presenting all the evidences of business activity and push, is occupied, together with a spacious yard, crowded with lumber of all kinds, of all dimensions, and adapted for all uses. The company have branch offices in Penn Square, Philadelphia, in Kinkaid, Pa., in Bradford, Pa., etc.; and they are the owners of some ten to twelve thousand acres of valuable lumber land in Pennsylvania, Maryland, and Virginia. They handle not only lumber from their own forests, but also supplies from other arbor regions in different sections of the country, a specialty being made of hemlock and southern pine. In Buffalo the company have ample dock accommodation on the harbor, and have three large yards devoted to the storage and seasoning of stock. One of these is the Clinton Street yard, which is 200x50 feet in size, one, located on Elm Street, is 100x100 feet in measurement, and the third is situated at East Buffalo, measuring 75x500 feet, and has the advantages of switches and direct railroad connections with the lumber lands and all the great business centres of the Union. In addition to supplying an extensive local demand, the G. W. Smith Lumber Company have a widespread trade, and a particularly active one in the eastern states. They carry in stock in their several yards millions of feet of lumber ready for immediate shipment and delivery, and orders are also filled direct from the forests, where the companies have in use portable saw mills, thus enabling them to supply immediately lumber in any dimension, rough, dressed or matched, and in any quantity desired. The company also handle flooring, shingles, roofing, shingles, laths, fence posts, railroad ties, Tennessee red cedar, pine, palings and everything required in the wood line by builders, contractors, etc. In the Buffalo yards and in the forests the company employ 24 hands, besides numerous teams. The office is furnished with telephone connect to the call from 724, and all communications receive immediate attention. The founder of this prosperous enterprise, Mr. G. W. Smith, still retains an interest in the concern. He was born in Rhode Island, nearly four score years ago, and is one of the oldest and most prominent residents in Buffalo. His son-in-law, Mr. P. A. Baleoni, is also an interest in the concern, which receives the benefit of his long experience and

judicious advice. He is a native and resident of Buffalo. He is the president of the company, Capt. H. C. Baleoni, also a native and a resident of this city, and in him the company have a capable, wide-awake, energetic, and valuable head, a gentleman of the most courteous manner and pleasant disposition. The other associates in the concern are Messrs. J. Y. Gosser, A. M. McClain, G. L. Bray, C. E. Lyons, and W. A. Fleming. Mr. Gosser is a native and a resident of Pennsylvania, Mr. McClain and Mr. Bray being, both by birth and residence, to Bradford, Pa.; Mr. Lyons is a native of New York City, and Mr. Fleming was born in Penna. All the gentlemen named are well known in trade circles, and of the highest repute and commercial standing. The part of G. W. Smith & Son has been a prosperous and honorable one, and its successors, the G. W. Smith Lumber Company, have a future that is full of bright prospects of success.

**STACY, BEMENT, DONALDSON & SEDGWICK, Commission Salesmen, Cattle, Hogs, and Sheep, Office No. 1019 William Street.**—The conveyance of the principal western railroads to the city of Buffalo make it one of the most accessible and suitable points in the east for the sale of cattle, sheep and hogs. Dealers and shippers of live stock will find it greatly to their advantage to try the Buffalo market before shipping elsewhere, as it is one of the best in the country, and has facilities for handling stock second to none. In this connection we desire to make special reference to the progressive and reliable firm of Messrs. Stacy, Bement, Donaldson & Sedgwick, commission salesmen of cattle, sheep and hogs, whose office is located at No. 1019 William Street. This business was established in 1871 by Mr. G. W. Stacy, and after some changes in 1885, Mr. J. L. Bement, and in 1888, Mr. George Donaldson became partners. Mr. J. B. Sedgwick joined the firm in 1889. Messrs. Donaldson and Sedgwick are cattle salesmen, while Mr. G. W. Stacy is a hog salesman, and Mr. Bement a sheep salesman. The firm have every possible convenience, and personally attend to consignments of live stock. They wire sales as soon as made. Communications by mail or telegraph are promptly attended to, and customers are requested to ship stock in their own names to the care of this responsible firm, which guarantees prompt sales and immediate returns. Messrs. Stacy and Bement are natives of New York, while Mr. Sedgwick was born in Kentucky, and Mr. Donaldson in Michigan. They are highly regarded by the community for their integrity, and are very popular in trade circles. The firm handle on Monday (which is the principal market day) from 75 to 125 car loads of stock—on other days in the week about 65 car loads of cattle, hogs, and sheep daily. The firm will have offices in the new Live Stock Exchange.

**PEFFER & WINDSOR, BROCHERS, Commission Dealers in Live Stock, New York Central Stock Yards, Office No. 261 William Street.**—Buffalo's growth in every branch of her commercial interests has been exceedingly rapid in the last few years, but in no industry has she made greater advancement than in the trade of live stock. Prominent among the leading houses in the Queen City, extensively engaged in this important business, is that of Messrs. Peffer & Windsor Brothers, a commission dealers in live stock, New York Central Stock Yards, whose office is located at No. 261 William Street. This business was established in 1872 by Mr. C. L. Peffer, who eventually was joined in 1872 by Messrs. C. and M. P. Windsor. The partners are experienced and expert live stock salesmen, and thoroughly able and competent business men. Their name is everywhere a recognized badge of the market, and they, while their arrangements for the reception and care of stock at the yard are important and extensive, are content to have their clients call on them for advice and attention. The company do business in the western and northern states, and of a very extensive character, and they promptly dispose of the large consignments of cattle, hogs and sheep, and of nearly all the stock raised in the west and north. They are also a large buyers of live stock in the West and Canada, while Messrs. J. C. and M. P. Windsor are active in Wayne County, N. Y. They are highly regarded by the community for their promptness and reliable manner, and in their business the live stock exchange on the local Buffalo market is well deserved. Mr. Peffer is now a very large stockholder in the New York Live Stock Trade since his marriage with M. M. Windsor was formerly of the Chicago Union Stock Yard and is now treasurer and manager of the Milwaukee Rendering and Fertilizing Company of Buffalo.

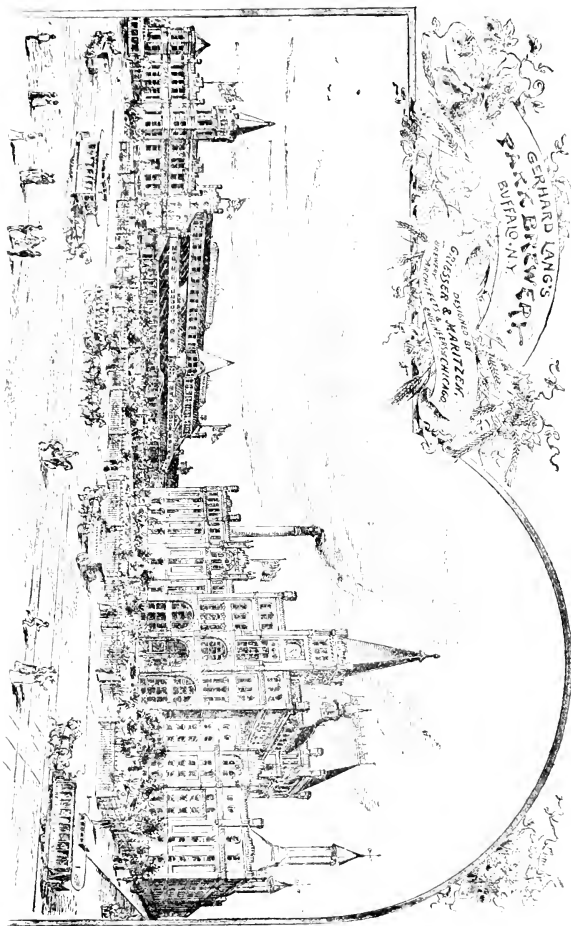
**G**ERHARD LANG'S PARK BREWERY: Office Corner of Best and Jefferson Streets.—No better illustration of the enterprise and energy of Buffalo brewers can be found than in the fact that brewers from other cities are unable to successfully compete with them, and that Buffalo lager beer is to-day not only in great demand in the city, but is shipped in large quantities to other sections of the country. One of the largest of the institutions engaged in this line is that of Gerhard Lang's Park Brewery (a view of which will be found on the opposite page), located in the eastern section of the city, and occupying the entire block bounded by Jefferson, Best, Berlin, and Dodge Streets. This brewery was established in 1845 by Mr. Philip Brum, who was subsequently succeeded by Mr. Jacob Weppner, the latter conducting the business up to 1883, when the present proprietor succeeded to the control. Under Mr. Lang's energetic management the business has been developed to its present immense magnitude. The malt houses and brewery buildings are of the most improved description, and the equipment is thorough and complete. There are a number of superior ice machines of large capacity, the machinery is of the most modern character, and the facilities for a perfect production could not be better. Upwards of a hundred hands are afforded employment in the various departments, and the annual output amounts to 150,000 barrels of lager beer. This lager is of the best quality, being made from selected Canada barley, and it is unsurpassed for purity, strength, wholesomeness, flavor, and general excellence. All the malting is done on the premises, some quarter million bushels of malt being turned out annually. The trade which is very heavy in the city, also extends to all the eastern states and south to Virginia. The brewery has branch depots in Boston, Baltimore, and Washington, and sends shipments to Philadelphia and New York in refrigerator cars. Mr. Lang who is German by birth, came to this country when a lad of fourteen years. This was in 1848. He has become thoroughly identified with the business growth and social welfare of Buffalo, and sustains the esteem of all his fellow citizens. In partnership with him is his son-in-law, Mr. Edwin G. S. Miller, who assumes charge of the work done in the brewery and malt houses. He is a native Buffalonian, popularly known in the community, and is a business man of sound ability and thorough experience.

**C**OOTSWORTH & EDDY, Plumbers, Gas and Steam Fitters, and Dealers in Plumbers' and Gas Fitters' Supplies, Hot Air Furnaces, Etc., No. 39 Court Street.—A progressive and reliable house in Buffalo actively engaged in the sale of plumbing supplies, chandeliers, etc., is that of Messrs. Coatsworth & Eddy, whose office and salesrooms are located at No. 39 Court Street. This business was established in 1880 by Messrs. C. J. Coatsworth and R. T. Eddy, who have since built up a liberal and permanent patronage in all sections of Buffalo, and its vicinity. They occupy a spacious store and basement 30x50 feet in area, where they keep constantly on hand a superior stock of plumbers', gas and steam fitters' supplies, chandeliers, etc.; also a Floral City hot air furnaces, combination hot water and air. Their store is headquarters for natural gas fitting in every branch and they make a specialty of its various devices, being sole agents for the Walsbach Incandescent Gas Light for natural gas; also the Siemens, Lomewey and Gordon Lamp, the only successful competitor to the electric light gas lamp, handsome in appearance resembling electric light without the disagreeable noise and flicker; infinitely appropriate for illuminating offices, stores, factories, mills, show windows, libraries, billiard rooms, and especially adapted for use in stable cellars, etc., where an enclosed light is desired. This is a system of burning both natural and illuminating gas, whereby its illuminating power is increased from 200 to 400 per cent, without trouble or much expense of annoyance, and the perfect combustion obtained is productive of a beautiful, agreeable, and diffusive light. These lights can be fitted to ordinary supply pipes and fixtures without alteration. Natural gas burners of every description are kept in stock and houses are supplied for natural gas on lowest estimates. The firm handle only the best goods, and offer advantages in prices, very difficult to be duplicated elsewhere. They also attend carefully to plumbing, gas and steam fitting, and guarantee complete satisfaction to patrons. Their two story brick factory is on West Genesee Street opposite the Buffalo Gas Works. The firm are assisted in the management of their business by Mr. A. Hopkins, the superintendent of the furnace department, and by Mr. Jno. B. Rothfus, superintendent of the sanitary department.

Mr. Hopkins was for six years with the Carlton Furcoace Company of Utica, N. Y.; while Mr. Rothfus was for twenty-two years with Mr. J. D. Smith, the best informed man in his line in the city. The firm undertake the entire plumbing of new buildings, and employ only first class workmen and use the best materials. Both Messrs. Coatsworth & Eddy are natives of Buffalo, where they are highly esteemed by the community for their skill, promptness, and integrity.

**L**IPPITT & ELSMIE, Life Sized Crayon Portraits, Prints, Frames, and Artists' Goods, Nos. 37 and 39 Court Street.—While reviewing the trades of Buffalo we would not be doing justice to our readers to omit a consideration of the arts. In this, no firm perhaps, is attracting so much deserved attention as that of Lippitt & Elmslie, whose spacious premises occupy the fifth, sixth and seventh floors of the Tucker Block, Nos. 37 and 39 Court Street. The business of this firm is devoted to the making of finished life sized crayon portraits, prints, frames, in fact everything required by the wholesale trade for artists, copying houses and agents. The business was established by Lippitt & Elmslie in 1886, and under their ingenious management the cost of work has been reduced until they now give it to the trade at about seventy per cent of the ordinary prices. This accounts for the wonderfully rapid growth of their trade, which has increased so rapidly that they have been taxed to the utmost to increase their facilities so as to fill their orders. A fact which can be appreciated when one realizes that the firm is now making annually, upwards of 18,000 portraits and keep employed about 300 artists. The ingenious processes and systems by which this firm carries on its work would be extremely interesting to our readers, but would occupy too much space to be here described. They turn out an elegant line of work and it is a matter of great benefit to the art dealers, as well as their patrons, that, the business of crayon portraits, prints, etc., has been so revolutionized by Lippitt & Elmslie that first class work can be furnished at their greatly reduced prices; and the firm has acquired a reputation and patronage never before achieved by any firm in this line of business. The extension of their trade has led to the establishment of branch houses in a number of cities. Mr. Elmslie, the managing partner, is an Englishman by birth, and has gained the respect and admiration of the business community by the honesty of his dealings and the ability displayed in building up and carrying on their enterprising business. Mr. Lippitt was born in Pennsylvania, and is a practical artist of marked ability, skilled in all the departments and all the artistic work being under his supervision and inspection explains the fine quality of all the work sent out. These gentlemen seem naturally suited to co-operate in partnership in the carrying on of such a business, and are naturally popular with those using their work, for American people feel very kindly toward a firm who is able to save them fifty to sixty per cent on cost of goods.

**T**HOMAS & WALKER, Real Estate; Rooms, Nos. 11 and 12 Hayden Building.—There are but few firms in the city engaged in the real estate business who enjoy the confidence and esteem of all with whom they have dealings to a greater extent than Messrs. Thomas & Walker. They are young men in the prime of life who have given the business especial attention since 1876, and have been prominently connected with many large and important operations. While they pay particular attention to the purchase and sale of city property, and all matters pertaining to the real estate business, they make a special feature of buying for capitalists, acreage or "acre property" which is syndicated or divided into building lots and sold on easy methods of payment. During the present year they have handled building sites and acre property valued at over \$1,000,000. They are active, enterprising, business men of unquestioned reputation, and are endorsed and recommended by capitalists and citizens generally. Mr. Thomas is the proprietor and founder of the well known "Thomas's Drug Store" of No. 155 Allen Street, which has been established since 1824, and endorsed by the medical profession and public generally, as one of the oldest and most reliable pharmacies in the city. Mr. Fred B. Walker is a young man who is building up a splendid reputation, especially as a salesman. The amount of property that he has sold during the past few years is phenomenal. He carefully looks after the interests of his clients and is correct, upright, and fair in all his dealings. Their offices which are very neatly and tastefully fitted up, are in rooms Nos. 11 and 12 Hayden Building corner Main and Seneca Streets.



Gerard Lang's Park Brewery—See descriptive article on opposite page.

**T**HE HAWKS BOOK STORE, Riley & Jones, Proprietors, No. 31 East Seneca Street, Opposite the Postoffice.—The old-established "Hawks Book Store," is without exception the best known headquarters for books and stationery and office supplies in the city. It was founded in 1841 by Mr. T. I. Hawks, whose name it bears, and by whom it was conducted in the most successful manner for a period of upwards of half a century. He commenced operations in Seneca Street, between Main and Washington, and thirty years ago removed to the premises now occupied at No. 31 on that thoroughfare, opposite the postoffice, and continued the business until November, 1888, when he was succeeded by the present proprietors, Messrs. Philip M. Riley and Paul A. Jones, who are practical, experienced young men. They are conducting the business in the same honorable, upright manner, and upon the same liberal principles that made the establishment so popular in the days of its founder. The copartners have made many improvements in the store, and very materially increased the stock. Besides their splendid retail business, they have cultivated a flourishing wholesale trade. The premises comprising two floors, each 30x50 feet, are practically arranged, and a large and varied stock is carried, embracing books of all kinds, including scientific, historical, theological, and mathematical works, law books, poetry, and the standard novels and light literature, illustrated works, school and college text-books, bibles, hymnals, prayer books, albums, juvenile books, and booklets and maps, globes, and plain and fancy, and counting-house stationery of every description; also blank books, memorandum books, magazines, periodicals, and the London and Paris newspapers, which are received regularly and delivered to patrons at reasonable prices. A special feature is made of picture cards, photos, fancy articles, and H. M. Smith's gold pens and holders. Base ball and tennis goods is another feature, the assortment of this class of goods being one of the largest and best to be found in the city. Messrs. Riley and Jones are prominently known in commercial circles, and are held in the most favorable repute, because of their enterprising and their upright, honorable, business methods.

**A**LBERT J. WOLF, Dealer in Corn, Wood, Best Grades of Flour, Feed, Hay, Grain, Oats, Corn, Etc., No. 200 Rhode Island Street, Corner of West Avenue.—A popular and reliable business house on the West Side of the city, and one rapidly acquiring a very enviable reputation for handling only the very best commodities and for liberal, square dealings, is that of Mr. Albert J. Wolf, whose office and yard are located at No. 200 Rhode Island Street, corner of West Avenue. Mr. Wolf, who is sole proprietor, was born in Marshall, Michigan, in 1863, and is by trade a printer. He established his present business in 1888, and has developed a very large and influential trade. The premises are of ample dimensions and comprise a finely appointed office with yard, 30x150 feet in dimensions, on which are provided ample shed room and suitable buildings for the storage of the various commodities dealt in, while every facility is possessed for the prompt transaction of business. The stock carried is always full and complete, and embraces the best qualities of anthracite and bituminous coals, received direct from the most celebrated mines; fire and kindling wood in all sizes; Urban's, Thornton & Chester's, Banner Milling Company's, and other equally famous family brands of new roller process, spring and winter wheat family flour; rye, Graham, and buckwheat flour; oatmeal, yellow and white bolted and unbolted cornmeal, chaffed and cracked corn and oats; baled timothy, clover, red-top, blue-grass, and other varieties of clean and bright hay; oat, wheat, and rye straw; heavy and clean oats, shelled and unshelled corn; bran, middlings, shorts, ship stuffs, screenings, meal cakes, in fact all kinds of animal provender. The family coal handled by this house, an 1 of which a specialty is made, is thoroughly screened and cleaned before delivery. The stock of wood embraces all kinds of hickory, oak, maple, beech, birch, and specialty yellow pine and hemlock. The lowest prices prevail, and a specialty is made of prompt delivery. Mr. Wolf is a pleasant, courteous, and energetic young man, prompt and reliable, and justly merits the success achieved.

**C.** J. BUCHHEIT, Real Estate and Insurance, Rhode Island Street, near Richmond Avenue.—The real-estate interests of the Queen City of the Lakes have attained within recent years such magnitude that they certainly represent the most important factor of Buffalo's financial strength, and have enlisted in their service the highest order of talent, energy, and enter-

prise to be found among its citizens. A popular and representative house engaged in this business and its kindred branches, and enjoying a deservedly high reputation for reliability and honorable business methods, is that of Mr. Charles J. Buchheit, whose office is located on Rhode Island Street, near Richmond Avenue. Mr. Buchheit was born in this city in 1860, and is a mechanical draughtsman by profession; and having an intimate knowledge of the city and its surroundings, he inaugurated this enterprise, which under his judicious management has grown to its present magnitude and importance. The patrons of the house include many of our most prominent investors and property owners. Mr. Buchheit's office is of ample dimensions, is neatly appointed and provided with every facility for the transaction of business, and is open in the evenings. He transacts a general real-estate business, buying, selling, exchanging and letting of real estate of all kinds, and has upon his books, at all times, full descriptions of the choicest residential and business properties, vacant lots, etc., for sale, is constantly securing fresh and desirable bargains for investors, and makes West Side residences and building lots a specialty. He takes full charge and management of estates, securing responsible tenants, collecting rents, paying taxes, and effecting necessary repairs and improvements judiciously and economically. Loans are also promptly and satisfactorily negotiated on bonds and mortgages. Mr. Buchheit is the agent of the Home Fire Insurance Company of New York, and several other equally safe companies, and is prepared to place risks and issue policies for any amount compatible with safety upon all kinds of property on the most moderate terms. He is a popular and agreeable gentleman, prompt, energetic, and honorable in his dealings, and along with his other duties he is treasurer of the Richmond Avenue Dime Savings Association and vice president of the Buffalo Building and Investment Company, and enjoys the full confidence of the entire community.

**T**HE BARBER ASPHALT PAVING COMPANY, Chapin Block; A. L. Barber, Esq., President; F. V. Green, Vice-President; D. O. Wickham, Treasurer, and J. C. Rock, Secretary.—The Barber Asphalt Paving Company is the largest concern of its kind in the world, and leads all others in the superiority of its pavements, produced by improved processes, which secure durability, elegance, economy, and a perfect surface. The company was organized in 1883 by Mr. A. L. Barber, the president, a prominent capitalist of New York City, where the main offices of the company are. It has developed interests of enormous magnitude, and has chosen Buffalo as the location of its immense works and yards by reason of the superior facilities existing here. The main works are on the line of the Erie Canal, on Fourth, Maryland, and Virginia Streets, and are equipped with all the appliances for preparing asphalt for use in its various forms. The yard is on Walden Avenue, between Roetzer Street and the Belt line, 120x600 feet in size, while there is an additional yard on the Erie Canal and forty-five acres of land on Delevan and Fillmore Streets, affording room for the extension of the manufacturing and storage facilities. The company has demonstrated that its asphalt is all that is claimed for it. Their work is now laid in every section of the United States, and everywhere gives entire satisfaction. They are now laying their pavements in the principal streets of Lockport, N. Y. The company has done seventy-five miles of street paving for Buffalo. Mr. H. J. Warren, the superintendent, has had a vast experience in this line, and enforces a thorough system of organization, while he has the finest plant in the world, in full working order. Estimates and specifications are furnished and contracts entered into. Mr. H. J. Warren is a Bostonian by birth, resident here since 1882, and deservedly popular and respected. Mr. W. J. Warren is the cashier of the Buffalo establishment, while Messrs. J. C. Rock, and D. O. Wickham, are secretary and treasurer respectively, with headquarters in New York. The company is now doing a business of enormous magnitude, employing from 1000 to 1500 hands, and is putting down the finest and most durable pavements in the world, infinitely superior to Belgian block, macadam, wood or anything else. Maps showing the streets paved in Buffalo by the Barber Asphalt Company can be procured from Messrs. Matthews, Northrop & Co., or at the office of the company in the Chapin Block. Capt. F. V. Green is a practical man, a graduate of West Point, and was formerly of the Engineers Corps, U. S. A., and had charge of the Public Works in the District of Columbia, a position which he resigned to become vice-president of this company.



**S.** L. GRAVESA & Co., Dealers in Paper Hangings, Blinds, Mouldings, Window Shades, Wood Floors, and General Interior Decorations, No. 14 Pearl Street. Although but a comparatively short time established, S. L. Gravesa & Co., dealers in paper hangings, room mouldings, etc., and general interior decorations, No. 14 Pearl Street, have already secured a hold on popular favor vouchsafed to few, if indeed any, firms here in Buffalo. They are unquestionably one of the leading and most responsible firms engaged in the branches of business above indicated in this city, and have a very large and influential patronage, their trade extending throughout the entire State. The assortment of goods displayed in the establishment is of a most superior character, being at once rich, elegant and excellent, and every article sold here is warranted as representative, while all work executed is guaranteed first-class. The prices quoted are at an exceptionally low, quality of goods and character of workmanship so superior and perfect satisfaction is assured in every instance. This enterprising and prosperous firm was established on February 24 of the present year and brought into active operation. The store, which is 2500 feet, with a magnificent basement in connection, is elegantly fitted up and was ordered at every department, and several competent assistants are in attendance, capable to do any expert workmen are employed to do the work. The stock, which is extensive in all its active, includes superb productions in wall papers and borders in plain and artistic designs and exquisite patterns, both of foreign and American manufacture. Imported room mouldings, dados, trunks, window shades and kindred decorations also of good floors, art novelties and a full line of Northern potent paint and metal ceilings, for which the firm are agents. Testimonials furnished on all classes of interior decorating, and all orders are attended to in the most expeditious and trustworthy manner, the proprietors exercising close personal supervision over every detail. Messrs. S. L. Gravesa and F. T. Coppan, the members of the firm are gentlemen in full prime of life, at 41 and 35 years respectively of Massachusetts and Ohio, but residents of this city each a full time, the former partner coming to Buffalo in his youth. Both are men of practical skill and many years' experience in the exercise of their art, as well as of push and energy, and have won success by reserving it.

**Q**UEN CITY WIRE WORKS, No. 180 Seneca Street.—This business was established in 1881, under the name of the Niagara Wire Works, by which it was known until 1889, when the present firm name was substituted. A large and widespread trade throughout the city and the whole of western New York has been built up, and there is a steadily growing demand for the products of the house. The works and warehouses are extensive and of a superior character, and occupy the entire three-story brick building on Seneca Street numbered 180, the dimensions of each floor being 25x82 feet. The premises are fully equipped with the latest improved tools, machinery and appliances, and constant employment is given to a large staff of skilled workmen, the patrons transacting business giving close personal supervision over every department of the industry. The firm claims and apparently are justified in so doing to have the best equipped wire works in the country. They manufacture all grades of wire, including brass wire, cloth, coal, rock and ash-rope, and are prepared for making meat safes, foundry irons, oil, coal and machinery, casting leashes, stock, oxen, and vegetable hoppers, both light and heavy, hot-broilers, spike-grinders, staple wire, and all other items, galvanizing a few hundred strands, ornamental wire fencing, expanded wire, wire cloth, gears, with either a finished or raw roll top, wire stoves and chimneys, beautiful wire flower and flower pot stands, wire, but in wire racks and stall partitions, which experience has proved to be much better and eventually cheaper than cast iron ones, the danger of breakage being completely obviated. The manufacture of desk and counter railing for banks and offices is a specialty, to which close attention is paid, and this firm has fitted up many of the largest banking offices in the State with their work, the ornamental appearance and durability of material in every case giving entire satisfaction. Elevator enclosures are another special feature of this firm's make. The prices are remarkably moderate, and, considering excellence and improvements, this house leads in its line, the business during the first year under the new name amounting to over \$50,000. Both partners are natives of Buffalo, where they have always resided and are highly esteemed

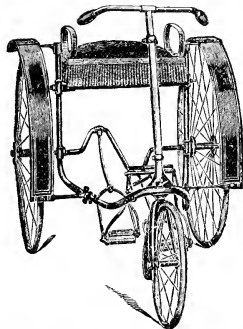
by their abilities and character, and are a deeply and popularly acknowledged benefactor to the community with these gentlemen.

**B**UFFALO PRODUCE EXCHANGE, No. 88 West Market Street.—The produce market of the city of Buffalo has developed into one of the most desirable and profitable factors in the production of the wealth, growth, and wealth of the community. The city possesses intrinsically trained facilities for receiving and forwarding the products of foreign countries as well as those of home production, having a canal system and a conveniently situated seaport, and a railway. A year or so since the produce market of Buffalo did not occupy more than a few hours of the morning, and a few minutes of the afternoon, and its importance as well as the magnitude of the produce trade in this city. The business is almost entirely concentrated in the two blocks bounded by West Market, Scott, Michigan, and Third streets. Yet in this comparatively small space more than a half million of dollars is invested, while the yearly transactions of crop and stock products. When it is considered that nearly all the fruit, vegetables, butter, eggs, and other produce and farm products needed for a city of a quarter of a million population are supplied to it from a vast area of the volume of trade transacted it may be felt that in addition to this, many carloads of produce are shipped daily to various parts of the Union, and in many instances are delivered for points in Western New York, Pennsylvania, and the proxy market of Ontario, Canada. Products from all parts of the world find their way to this market, and the daily receipts enable our consumers from Buffalo to be supplied, including imported, domestic, foreign, and all necessary commodities. The Buffalo Produce Exchange has done much to promote the produce trade of the city and to improve the methods of conducting business in this line. It was organized in 1887, the chief promoter being Mr. LeRoy S. Outman, of the firm of LeRoy S. Outman & Co., produce and commission merchants, of No. 88 West Market Street. Mr. Outman was chosen the first president of the Exchange, and was re-elected in 1888 and 1889, thus serving as the president of the Exchange for the first three years of the organization's history. Mr. George A. Williams is its president for the current year. Through the Exchange uniform rates of commissions and charges have been established and the various details of business systematized, so as to protect the interests of both the originator and the consignee. At the same time the Exchange has always commissions who were in Buffalo to investigate complaints and alleged discriminations against this city. Mr. Outman was enabled, with the aid of his efficient fair play committee, of which Mr. A. D. Gail was chairman, to put out proof of such fraudulent discriminations which the railroads had not attempted to explain, that the commissioners, in their report, stated that the case had been clearly established in his favor. As a result of this, rates were reduced, and many thousands of dollars saved to the shippers and the consignees. Mr. Outman is also representative of the Produce Exchange in hearings at Albany upon the graded rate problem, and he has appeared before committees of the Legislature, and has been prominently connected with the plan of amending the economic code, and is one of the main features introduced by the Produce Exchange was the establishment of a systematic manner of making quotations for goods sold, and it has greatly benefited all members of the Exchange. Other features have improved the business system and have promoted it. The Exchange now numbers among its members nearly all of the wholesale produce dealers of the city. Pleasant quarters have been fitted up on the second floor of the building on No. 88 West Market Street, and they are managed by Mr. George A. Wright, the efficient and popular assistant secretary. The superior advantages of this city as a distributing point, it having a transportation facilities unsurpassed by any city on the continent, situate Buffalo as an important point for consigning goods, and the fact that the wholesale produce trade is concentrated in one section, it serves to every consumer that his shipments will be seen by every one of the thousands of buyers who visit the market daily. These facts are becoming widely known, and shippers to distant points have demonstrated that both time and expense are saved by consigning goods to Buffalo instead of to intermediate cities, depending upon the character of the shipment. The produce houses of this city will be more than amply satisfied with those of any city in the Union. Many of the details of the business of the most prominent men in Buffalo, and they have the confidence not only of their consignors, but of the bulk of the orders who look to them for supplies.

**T**HE BUFFALO TRICYCLE CO., Manufacturers of Bicycles and Tricycles, Etc., No. 640 Linwood Avenue.—The Buffalo Tricycles Co. has become, within a comparatively short space of time, one of the most important and best known of Buffalo's manufacturing industries. This enterprise was established in 1885 by Mr. F. C. Atherton, the inventor and patentee of the celebrated



**Gem Tricycle.** The rapid growth of the business for the next two years necessitated the enlistment of additional capital, and in 1887



**Mr. C. H. Funnell** was admitted as a member of the firm, since which time the business has steadily and largely increased, making



annual addition to buildings and machinery an absolute necessity. Some idea of its progressiveness may be deduced from the statement that already the monthly output of their factory aggregates about 700 tricycles and 150 safety bicycles, consuming during the same

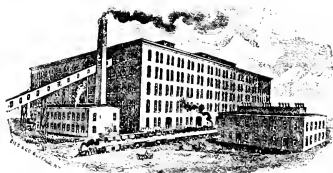
period nine tons of iron and steel, and giving constant employment to a large force of skilled workmen. The premises occupied, located at No. 640 Linwood Avenue, comprise a commodious three-story building, 40x125 feet in dimensions, equipped with all the latest machinery driven by adequate steam power and otherwise provided with every accessory which might tend towards the advantageous prosecution of the business in hand. Thus far the efforts of the company have been restricted to the manufacture of the well known and justly celebrated "Gem Tricycle" and boys' "Safety Bicycles," but they are now manufacturing bicycles for ladies and gentlemen. These bicycles are equipped with the latest improved ball bearing devices in every wearing part, and are adjusted with the nicest mechanical skill, so as to reduce the friction to the smallest possible minimum. Only the best of weldless steel tubing and steel forgings are used, thus insuring a first class article in every respect. The Buffalo Tricycle Co. have recently issued an elaborate illustrated and descriptive catalogue of their manufactures and the bicycle supplies they carry in stock, which will be mailed free on application.

**P.** R. CUNNINGHAM, Real Estate, Loans and Insurance, Corner Eagle and Franklin Streets.—Perhaps not one among the number who have come to the front in the realm of reality within recent years in Buffalo has been more successful than the gentleman whose name heads this sketch. He has been established in business on his own account since April 1st of the present year, and from the start he has been steadily winning his way to public confidence and favor, building up by thoroughly honorable methods quite an extensive clientele. Mr. Cunningham, who is a comparatively young man and a native of this city, is a qualified notary public, and was formerly clerk in the surrogate's office for ten years. He is a gentleman of entire probity of character, as well as of energy, sagacity, and ample experience, and has a minute knowledge of all matters connected with the handling of property and kindred interests. His office, which is lightly located on the second floor of the Austin building (Room 10), is commodious and well appointed, the telephone call being No. 66, and an efficient clerical staff is employed, the proprietor himself exercising immediate supervision over every detail. Mr. Cunningham is a general real estate broker, buying, selling, and exchanging, on commission, all kinds of improved and unimproved realty, including subdivision and acreage property, and has a choice line of suburban building lots for sale on easy time payments. He is prepared to give personal attention also to the collection of rents and the management of estates, the payment of taxes for non-residents being a specialty, while loans are negotiated and risks placed with first-class fire insurance companies at lowest rates. Attests, deeds, and such like documents are carefully and accurately drawn up, particular attention being given to conveyancing; and all business entrusted to Mr. Cunningham is certain to be attended to in the most capable and satisfactory manner.

**A.** J. RAYNER, Manufacturer of Hats, Caps, and Furs, No. 293 Main Street.—This house was founded twenty-seven years ago by Mr. J. E. Beyer, who carried on a successful business until 1885, when he was succeeded by the present owner. From the first years of its establishment it acquired an extensive and first-class patronage, which it has ever since retained, and which the enterprising management of Mr. Rayner has developed and extended until it is now the exclusively first-class one of the city. The premises occupied by this representative house are centrally and conveniently located at No. 293 Main Street. They are handsomely furnished throughout and elegantly fitted up with all that is most liable to properly display the large and valuable stock with which they are replete. They comprise a five-story building with basement, part of which is devoted to the manufacture of the specialties handled by the house, and have a dimension of 20x110 feet. An able staff of skilled and experienced assistants are steadily employed filling the large and numerous orders received, and attending to the wants and requirements of patrons. The goods manufactured are of the best quality, and have a general reputation for durability and superiority of workmanship combined with an excellence of finish. The trade covers the entire city and extends to the neighboring counties, and few establishments can offer such superior advantages to its patrons. Mr. Rayner is a native of England, but has been in this country since 1852.



**C.** KLINCK, Pork Packer, and Dressed Beef, East Buffalo—A review of Buffalo's commercial and manufacturing interests would be incomplete without special mention of the old established and representative house of Mr. C. Klinck, pork packer and beef dresser, whose packing house and works are located at East Buffalo. This extensive business was established in 1836 by Mr. Klinck, who has since built up an influential and permanent patronage. The works, factory, and yard have an area of eighteen acres. The packing house is a spacious five-story brick building.



fully equipped with all the latest improved appliances, apparatus and machinery known to the trade. Here from 250 to 300 hogs are employed, and the machinery is driven by steam power. Mr. Klinck slaughters 500 head of cattle and about 8,000 hogs weekly, and has first class ice machines and cold storage for cooling the meat. The works were greatly enlarged in 1888, owing to the rapid increase of business. In the pork packing department only the best stock is handled, and the greatest care is given the meat through all its stages of curing, smoking, and packing, while being prepared for the market. Hams and bacon are cured and packed by a process, which adds greatly to the flavor of the meat, and renders them free from all injurious substances and taste of excessive salt. Mr. Klinck also makes a specialty of pure leaf lard, which he guarantees to be free from adulteration. In the beef department only first class cattle are slaughtered. The pork of this establishment is shipped to all parts of the states of New York, Pennsylvania, and the south. Mr. Klinck fills orders at the lowest market prices and guarantees complete satisfaction. He is considered one of the best judges of cattle and hogs in the country, and is highly regarded in trade circles for his sound business principles, enterprise, and integrity. Mr. Klinck was born in Germany, but has resided for the last forty years in Buffalo, and is one of our most influential and progressive citizens.

**B**UFFALO FISH COMPANY (Limited), Jobbers in Fish and Oysters, Columbia and Scott Streets, and Clark and Skinner Canal.—The leading concern in the city engaged in the fish trade, and the largest in the world handling fresh fish, is that of the Buffalo Fish Company (Limited). The company was incorporated in the spring of 1887, with a capital of \$100,000. Since its organization, an immense trade has been developed, and the company make shipments of fish as far east as Boston, and to all intervening points as far west as Denver. The monthly shipments amount to 1,500,000 pounds of fish. Shipments are made by train and express, the larger amount being sent by the latter system. The company deal in fresh and salt fish of all kinds, making a leading specialty of fresh fish. Their facilities are complete in every respect. They own fifteen steam tugs and steamers, over a hundred sailing crafts, and give direct employment to a force of 250 men and indirectly at their fisheries to 3000 men. The headquarters are at the junction of Columbia and Scott Streets, and Clark and Skinner Canal, the premises occupied being a substantial two-story and basement building, 70x250 feet in dimensions, and equipped throughout in the most convenient manner. The house is in a position to satisfactorily meet all the wants of the trade, at the lowest market quotations. On October 1, 1890, the capital stock was increased from \$100,000 to \$184,000, which sum has all been paid in and illustrates the gratifying condition of the company's affairs. The officers are: president, John H. Jones; vice-president, Walter G. Robbins; Secretary, Charles M. Clark; treasurer, Wm. H. Seibold. These gentlemen are all prominently identified with the

business growth and prosperity of Buffalo, are familiarly known in the commercial world, and very popular.

**P**LUMB, BURDICT & BARNARD, Manufacturers of Nuts and Bolts, Clinton and Eagle Streets.—In the production of bolts and nuts, the largest and best equipped manufactory in the United States is that of Messrs. Plumb, Burdick, and Barnard. The works are located in Buffalo and occupy nearly a block, bounded by Clinton, Eagle, Adams, and Watson Streets. The factory was first established in Amsterdam, N. Y., by Mr. Geo. E. Bell, and was removed to Buffalo in 1845. It was operated by Mr. Bell till 1863, when it passed into the hands of Messrs. Ralph H. Plumb, Orrin C. Burdick, and Albert J. Barnard. The works are spacious and are fully equipped with the latest improved machinery and appliances specially designed by the proprietors. Here 400 skilled workmen are employed, and the machinery is driven by a superior 250-horse-power steam-engine. The firm manufacture in immense quantities all kinds of bolts and nuts, and the output approximates to half a million bolts daily, being more than are turned out of any other factory in the world, except one in Birmingham, England. These bolts and nuts are unrivalled for quality of materials, finish, and uniform excellence, and have no superiors in the market. The firm promptly fill orders at the lowest possible prices, and the trade of the house is by no means confined to the United States and Canada, but extends to South America, Mexico, Australia, New Zealand, and Tasmania. The bolts are manufactured entirely by machinery, and the machinery itself is made by the firm at a branch manufactory in Providence, R. I., where 50 skilled operators are constantly employed. This machinery is of the latest improved patterns, and is shipped all over the world, while the partners have filled many contracts for the railways and navy yards of several European governments. Messrs. Plumb, Burdick, and Barnard are highly regarded by the community for their enterprise and integrity, and are very popular in trade circles. Further comments are unnecessary, the well known character of this house placing it above criticism, affording an example of an honorable and prosperous business career.

**E**RIE MEDICAL CO., No. 64 Niagara Street.—The Erie Medical Company established its headquarters in Buffalo about ten years ago. This city was chosen because the company foresaw an immense business in America calling for a location from which every section of the United States and Canada could be reached most promptly and economically. The field into which they entered had been "worked" so thoroughly and unscrupulously by advertising quacks that it has required patient effort to overcome prejudice and win the confidence of the public and the medical profession. This confidence they merited and have established by conservative methods, by a rigid adherence to all promises by a determination to make known what they believe to be the most scientific of all medical treatment and by an unflinching faith in the ultimate success of their principles. The great public may be trusted always to discover truth and merit, and to accord a generous appreciation. Just as sure fraud and deception will in time receive condemnation and must pass to obscurity. The success of the Erie Medical Company is an illustration. While it has taken them long years to attain their present position, they have built a solid foundation on the respect of the public, while in the same time medical concerns have sprung up, had a brief career and dropped out of sight, or else struggled along on precarious "pneumatics," robbing the foolish who are willing to trust their money and lives to strangers without investigation. The physicians in charge of the institution, representing different schools and countries, are men of such experience in their profession that unusual success might be looked for under their treatment even were they not possessed of such facilities as are found in their establishment. That their system of treating is almost miraculous in its success is shown by the company's standing offer in the Buffalo papers to prove to any visitor the absolute truth of their published statement. "Over two thousand volunteered written credentials from patients, covering every state and territory, and every civilized country. The Erie Medical Company employs about one hundred people exclusive of its staff of physicians and surgeons. This little community works with a zeal that impresses the looker-on with a conviction of their sincerity and a devotion to their calling.

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**T**HE NIAGARA HOTEL, Front and Porter Avenues; Henry F. Roesser, Manager.—The Niagara Hotel is one of the representative establishments, and a prominent feature of Buffalo, while as a magnificent hotel it has no superior anywhere in the United States, containing, as it does, in the most perfect manner, every comfort, elegance and convenience, with the refined quiet atmosphere of the best circles of home life. The building is a massive structure five stories high, in the colonial style, built of pressed brick and Medina sandstone. It is situated at the corner of Seventh Street and Porter Avenues, upon the highest point of land in the city, known as Prospect Hill, and on one of the principal parkways. Prospect Park is on the right, and "The Font" on the left. The view from the Niagara Hotel is indescribably fine. In front lies Lake Erie, with the gleaming current of the great river near at hand, while the shores of Canada show bluely against a back ground of dark forest, these altogether make up a scene that is not soon forgotten. The situation is excellent, the city of Buffalo with its smoke and noise seems to be miles away. The building has a frontage of 185 feet, with wings extending back 110 feet. The main entrance on Porter Avenue is approached under a grand veranda 80 feet long by 10 feet wide, supported by six massive pillars. Beyond the main hall is the conservatory and greenhouse. The hall and reading rooms are finished in old colonial style in quartered oak, with polished hardwood floors covered with oriental rugs. The kitchen and bakery are in buildings separated from the hotel, consequently steam and odors cannot penetrate the main building. The Niagara is under the able and energetic management of Henry F. Roesser, formerly manager of the Palace Hotel, Buffalo, and more recently of the St. James Hotel, Gilsey House, Hotel Brunswick, New York City. The hotel was built and opened in October 1887. It is the property of Mr. Geo. Howard Lewis, who takes no part in the management, but lives in a beautiful residence a short distance away. No pains or expense have been spared in fitting up the interior. Every modern accessory of the decorator, cabinet-maker and upholsterer have been utilized, and the Niagara is a beautiful and artistic exhibit of the most advanced achievements in the above lines. The hotel is supplied with every modern improvement, including elevator, steam heat, electric lights, annunciators, while the means of escape in case of fire are perfect. Ventilation has been a study with the builder of the Niagara, and the air in its rooms and corridors is always pure and sweet, while it is kept at a proper temperature for comfort at all seasons of the year. It has ample accommodation for 200 guests, and is conducted on the American plan, rates being from \$3.50 and upwards. Among the many hotel banquets to the Pan American, none have occasioned more favorable mention than that given at the Niagara. The menus which were in Spanish and English were works of art, the seals of the various South American countries being carefully worked into the elaborate design of the first page. Accompanying a splendid dinner was soft, sweet music, principally Spanish in its origin, which delighted the foreigners considerably. Manager Roesser was determined that his guests should have the best that money could procure, and for the first time since setting foot on our hospitable shores, many of the delegates were introduced to that great American "bird," the terrapin. One of the great features of the Niagara is the table, which is unsurpassed by any first-class hotel on the continent. Many celebrated statesmen, authors, actors, members of the European aristocracy, clergy, etc., have been and are now guests of the Niagara, when in Buffalo. The registers contain hundreds of prominent names, and under Mr. Roesser's careful management the Niagara is enjoying a patronage of an extensive and influential character. Mr. Roesser has made hosts of friends owing to his kind and courteous manners and sterling integrity, and the Niagara is to-day as complete and delightful an hotel as there is in existence.

**W**M. H. SLOCUM, Law Stenographer, No. 51 Chapin Block.—At the present day, to intelligent and industrious young men and women, few pursuits offer so many attractions, as that of stenography. If they add to this art a practical knowledge of typewriting, they will be enabled to secure good pay and excellent positions. In this connection we desire to make special reference to Mr. William H. Slocum, Law Stenographer and principal of Slocum's Stenographic School, No. 51 Chapin Block. The school fits students for careers of usefulness, independence, and possible distinction. Mr. Slocum teaches the Graham System of stenography, also penmanship and type writing. Six months is

usually required to become proficient and the fee in both branches is \$50. Mr. Slocum is general agent for the new Williams Type-writer, for western New York, and northern Pennsylvania. This is the latest machine upon the market. It is the first type writer that has been produced which gives an absolutely visible line of writing. There are no ink rolls, ribbons or type bars above the point where the impression is given. Its alignment is perfect, and no amount of wear can ever change it; the touch of this wonderful machine is equal to that of the finest piano; the unfolding power is beyond that of all other machines; the impression is the clearest, being equal to the best job printing; the weight is the least, being only twelve pounds, and last not least, the price is only \$75 including a time case. This machine, having so many points of superiority over the old and clannish ones, will soon become the leading type writer of the world. Mr. Slocum employs in his school only the ablest assistants. He gives each of his students a practical stenographic education, and hundreds of his graduates who are now occupying lucrative positions in every state in the union can cheerfully testify to this fact. For twenty two years, Mr. Slocum held the position of official stenographer to the supreme court in the eighth judicial district of New York, and resigned his position voluntarily in 1887, in order to give more time and personal attention to his school. He is well known as a successful inventor of improvements in type writing machines and many of his inventions are in use to-day upon the leading type writing machines, and several of his patents have brought large returns, in the way of royalties. He was born in the adjoining county of Genesee, and is highly esteemed in Buffalo business circles for his integrity and ability.

**Z**IMMER & ROBE, Commission Merchants, for the Purchase of Cattle, Hogs, and Sheep, New York Central Stock Yards, Office, No. 965 William Street.—That section of the "Queen City of the Lakes" known as East Buffalo has had an uprising and growth that has been marvellous, not only to persons living outside of the city, but even to those resident in other sections of the municipality itself. This astonishing expansion and increase of material wealth in this portion of bustling and prosperous Buffalo is directly traceable to the implanting in that section of the vast stock yards centered there, and to the assiduity and vigilance of the men who have made Buffalo's trade in live stock second only to one other city on the American continent. This is a trade requiring quick discernment, keen perception and great natural shrewdness, and that the East Buffalo live stock men possess these attributes in an eminent degree is evidenced by the splendid results in the building up of this market as the largest for sheep, and the second largest for cattle on the globe, to say nothing of the vast trade done in hogs. The experience and natural aptitude of the traders here are to be accredited with these splendid achievements, and the possession of these talents is attested by the success of men where competition is ever-rife and keen. The success which has attended the efforts of the widely known, enterprising and wide-awake concern of Messrs. Zimmer & Robe, the popular commission merchants for the purchase of cattle, hogs, and sheep, of itself carries the conviction that the members of this progressive firm know their business, attend to it, in and out of season, and are "always on deck" when wanted. The business of this concern was organized on August 1, 1889, under the firm style of Joslyn, Zimmer & Robe. Recently Mr. Joslyn retired, and the enterprise is now in the hands of Messrs. Adam Zimmer and Harry Robe, who, though young men, have had a long and excellent training in their special calling, and are to-day regarded among their peers as the most expert judges of stock and the shrewdest of buyers who enter the East Buffalo Live Stock Yards, directly opposite to which is their office, neatly arranged, admirably fitted up, and equipped in every way for the practical and systematic transaction of business. The firm's specialty, for they have only one interest in the market—and to this they give their closest attention—is that of buying on commission cattle, hogs, and sheep for the leading slaughter men and butchers in Boston, New York, Philadelphia and other large cities in the eastern and middle states. This is the only firm devoting itself exclusively to the purchasing of live stock. In this department they control a large and growing trade. The firm will remove into the new Live Stock Exchange as soon as the building now being erected is completed. They are both natives of Buffalo, both members of the Live Stock Exchange, of which Mr. Robe is a director, and both enjoy the confidence and respect of all who know them.



**T**HE CONTRACTORS' PLANT MANUFACTURING COMPANY, Manufacturers of Derrick Horse Powers and Contractors' Supplies, No. 129 Erie Street.—In the production of contractors' supplies and hoisting machinery, a representative and successful concern in Buffalo is that known as the Contractors' Plant Manufacturing Company, whose office and factory are located on Erie Street, and its trade is now by no means confined to the United States and Canada, but extends to Europe, South America, and Australia. The business is conducted by Mr. G. M. Misser, manager, who is fully conversant with every detail of this useful industry and the requirements of contractors and others. The premises occupied comprise a spacious two-story brick building, fully equipped with modern tools, machinery, and appliances. Here twenty-five skilled workmen are employed, and the machinery is driven by a 30-horse power steam engine. The company manufactures a general line of hoisting machinery, derrick horse powers, pile-drivers and contractors' supplies. The company's derricks, etc., are made from its own patterns and designs, and are constructed with the greatest care and accuracy and of the best materials. They have proved exceedingly valuable to contractors and others, and are noted for their strength, reliability and efficiency, while the prices quoted for them are extremely moderate. The company carefully fills orders and fully warrants all its supplies to be exactly as represented. Mr. Misser was born in Ohio, raised in Milwaukee, Wis., but has resided in Buffalo for the last eight years, where he is greatly respected in trade circles for his ability and integrity. The business of the Contractors' Plant Manufacturing Company is marked by a steady annual increase, and its present prosperous increase augurs well for the future.

**B**BROWN & CO., Vessel and Insurance Agents, No. 202 Main Street.—One of the most important departments of insurance is that devoted to mariners' interests, and the first application of the principle of insurance was to marine risks. In America the early colonists, who were extensively engaged in ship building, began to look about for some protection against the loss of their invested capital when disaster overtook their property at sea. In England, the owners of shipping interests combined and agreed to assume the responsibility for a certain amount of loss, signing their names with the amount they would insure, under the list of the ship's cargo. From this practice the name of underwriter was first applied to marine insurance. It is with such preamble we make due reference to the well-known Buffalo firm of Brown & Co., vessel and insurance agents, No. 202 Main Street. This house was originally established in 1878 by Messrs. Rodgers & Brown, with offices on Central Wharf; in 1883 removal was made to the more commodious quarters now occupied, and two years later, Mr. Rodgers died. In 1885 a copartnership was formed, consisting of Messrs. J. J. H. Brown, Edward Smith, and J. B. Rodgers, and the firm style of Brown & Co. was adopted. The firm load and charter vessels of every description, and procure freights and insure same for the lake trade, and also act as agents for vessels consigned to their care. They also act as representatives for the well-known and staunch commercial Union Insurance Company of Liverpool, England. In all transactions the firm will be found just and liberal, always anxious for the benefit of patrons, and prepared to offer advantages and facilities in keeping with an honorable and energetic policy.

**S**CATCHERD & SON, Wholesale Dealers in Hardwood Lumber, No. 471 Louisiana Street.—This great and flourishing business was founded in 1857 by the late Mr. Scatcherd, who had for five years previously ably represented the old house of Farver, DeBlauquier & Deeds, whose large mills were located at Woodstock, Ont., close to the finest hardwood forests in the world. As successor to their business here, Mr. Scatcherd brought to bear special qualifications, soundest judgment, unswerving energy in pursuing a sound commercial policy, and in securing to this market the finest cargoes of oak, ash, white wood, maple, walnut, poplar, etc., handled anywhere, as well as selecting tropical woods, such as mahogany, rosewood, ebony, etc. The business rapidly expanded, and Mr. Scatcherd continued its guidance with special ability until, in 1880, the growing magnitude of the interests resulted in the admission of his son, Mr. John N. Scatcherd, under the existing name and style of Scatcherd & Son. The junior partner, a native of Buffalo, had

grown up in the trade, thoroughly understanding its every detail, and manifesting the highest order of mercantile capacity. The firm continued thus until the lamented decease of Mr. James N. Scatcherd on January 18, 1885, after a long, honorable, and useful career. He was truly a public-spirited citizen, ever ready to aid good government, and the causes of charity, education, and religion. He successfully reorganized the city's water department and freed it from grave abuses, during his term of three and a half years as water commissioner. He was for ten years a member of the Board of Trustees of the Buffalo General Hospital, and was president thereof at the time of his decease. He was one of the founders of the Delaware avenue M. E. Church, and a member of its first Board of Trustees; he ever supported the sound methods of commercial development which renders Buffalo so prosperous, and has in his son a worthy successor in the management of the large interests he founded. The main yard and offices are desirably located on Louisiana avenue. The premises are 348x398 feet in dimensions, and here is carried what is, without doubt, the finest and most comprehensive stock of hardwood lumber in America. It is derived from the best sources throughout the world and gives the architect, builder, and furniture manufacturer the opportunity of selecting exactly what he wants and in quantities to suit. The firm have recently bought eight acres on Seneca Street, in East Buffalo, to secure a much needed addition of yard room, and where they will pile several hundred thousand feet of oak, walnut, ash, maple, etc., to thoroughly season. Their trade now amounts to about forty million feet annually and is steadily progressing, due to the fact that Mr. Scatcherd makes quality his first consideration, and to the substantial inducements offered as to prices, square and liberal dealings.

**F**M. DECEU, Real Estate Broker, Loans and Insurance, No. 3 Fulton Market Building, No. 158 Pearl Street.—Among Buffalo's younger operators in the realm of realty, few are better known or stand higher in public esteem than F. M. DeCeu. He is a general real estate, loan and insurance broker, and has an excellent business connection, his *clientele* including some of our most solid and substantial citizens. Mr. DeCeu, who is a comparatively young man was born in Canada, and has resided in this city a number of years. He is a gentleman of pleasing manners and entire probity of character, as well as of energy and enterprise, and is thoroughly conversant with the handling of property. He was formerly senior member of the firm of DeCeu & Wiedrick for some three years, and since May last has conducted business alone here with uninterrupted success. Mr. DeCeu buys and sells, on commission, every description of city and suburban property; also leases and exchanges, and gives personal attention to the collection of rents and the management of estates. Investments are desirably placed, likewise, and loans and mortgages negotiated, while risks are effected in first-class fire companies; and all interests entrusted to this gentleman are handled in a manner to satisfy the most exacting. The quarters occupied as offices are compact and well appointed, and several efficient clerks are employed. Mr. DeCeu exercises immediate supervision over every detail of the business, and all communications by telephone (No. 1382) will receive prompt response.

**C**OMMERCIAL OIL COMPANY, Manufacturers of Neptune Cylinder Oil and High grade Lubricating Oils; Alfred B. Clayson, Manager, No. 17 Main Street.—This flourishing company was established in 1886 by its present head, Mr. Alfred B. Clayson, and, although but four years in existence, has, through that gentleman's energetic management, extended its trade not only throughout the city and adjoining counties, but over the entire lake districts as well. The premises occupied comprise an entire four-story building, 25x125 feet in dimensions, and are well equipped for the handling of the products of the company. The Neptune Cylinder Oil is a specialty, and since its introduction to the trade by this company, who are its sole manufacturers, has taken front rank among lubricating oils in the esteem of engineers and others. A general trade is also done by the company in general lubricating, machinery, illuminating and other oils, of which a large stock is kept constantly on hand. Mr. Clayson is a native and resident of Buffalo. He is an energetic and honest business man, liberal in his dealings, and has a high social and business standing. He is a veteran of the Civil War.



# ILLUSTRATED A BUTTLETON THE QUEEN CITY OF THE LAKES.

**J**AMES A. CAMPBELL, General Insurance Agent, 101 Main Street, Corner Eagle, 1 picture. Among the leading and reliable insurance agencies of Buffalo who create and bears evidence of their ability and good management. It is conducted by Mr. James A. Campbell, located at No. 101 Main Street, corner of Eagle. The business was managed by the late Mr. J. C. Campbell, who is one of the ablest and most prominent business men in the city, and very popularly known throughout the community. He



has won a large influential patronage, while gaining, at the same time, a foremost position in his vocation. Mr. Campbell is a general insurance agent, representing fire, life, accident, plate glass, steam boiler and fidelity companies, for most among which are the Royal Insurance Co. of Liverpool; The Ins. Co. of North America; Philadelphia Phoenix Assurance Co. of London; Pennsylvania Fire Ins. Co. of Philadelphia; German American Ins. Co. of New York; Lloyd's Plate Glass Ins. Co. of New York. First-class risks are assumed to any desired amount, and all losses that occur are promptly adjusted and settled without delay. Mr. Campbell is a native of this city, thoroughly identified with the best interest of the community. He is an active member of the Board of Fire Underwriters, of which he was president in 1895; is also a member of the Merchant's Exchange, has been president of the State League of Savings and Loan Associations, of which organization he is now a director, and for the past six years he has been president of the Irish American Savings and Loan Association of Buffalo. He has been connected with the insurance business all his life, and in all his transactions Mr. Campbell aims to advance the best interests of his native city.

**B**ENSON'S ART AND STATIONERY ROOMS, No. 184 Main Street. One of the most notable and interesting establishments to be met with on Main Street is Benson's Art and Stationery Rooms, which is the life of it, as well as the leading and most attractive store of the kind in Buffalo and one of the

most influential patronage. The assortment of pictures, paintings, frames, and artistic novelties displayed is exceedingly fine, and includes a number of rare and beautiful works of art, the collection being altogether one of exceptional excellence. Every article of fine art, too, is fully warranted as represented; the artistic framing of pictures being a specialty, while the prices quoted are extremely low, considering the character of workmanship and quality of material. Mr. Benson has recently added to his stock a line of fine art stationery, which comprises a large assortment of high grade stationery, fancy goods, blue-ribbon, artist's novelties, dinner cards, reported specialties, and always a most attractive display of Christmas goods; everything, in fact, pertaining to a first-class stationery trade. Special attention is given to engraving cards and wedding and reception invitations. All engraved work guaranteed to be satisfactory and in the latest and most approved styles. The store is about 20x100 feet in dimensions, with a well-appointed art gallery in the rear, handsomely fitted up and very tastefully arranged, where are constantly on free exhibition a number of high-class original paintings by leading foreign and American artists. The stock is at once large, varied, complete, and elegant, comprises besides oil paintings, rare proof etchings, and also low-priced ones, steel engravings, original water colors, photo gravures, etc., also a splendid line of artistic picture frames, mouldings, and imported Florentine hand-carved frames. Frames made to order in any desired design at short notice, in antique oak, oxidized silver, white and gold, ivory, shaded wood, gold and bronze, and odd frames, result equal to new. This thorough business was established in 1868 by D. D. Benson, the father of the present enterprising proprietor.

**L**EE, MARTIN & CO., Wholesale and Retail Jewellers, Nos. 34 and 35 Main Street.—The business was established in March, 1889, by Messrs. Lee, Martin & Co., the partners being Messrs. Geo. A. Lee and P. J. Martin. The premises occupied comprise three spacious floors, 20x100 feet in area, fully equipped with every convenience, including electric lights, cash carrier, etc. The stock is extensive and well selected, and comprises a full assortment of diamond goods, ladies' and gents' gold watches, earrings, scarf pins, bracelets, gold chains, gold rings, brooches, opera-glasses, silverware, clocks, etc. Only the best and most desirable goods are handled, and the prices quoted in all cases are extremely moderate. The firm are noted for keeping nothing but genuine articles at their establishment, and deal in no imitation jewelry of any description, consequently patrons are always sure of getting genuine articles. Messrs. Lee, Martin & Co. also import and deal largely in reference books and art publications. Mr. Lee was born in Solus, Wayne County, N. Y., while Mr. Martin is a native of Warsaw, N. Y. They are highly regarded in business circles for their ability and integrity, and their trade, which is steadily increasing, now extends throughout New York, Pennsylvania, Ohio, Michigan, and Ontario, Canada. The firm employ thirty persons, and several traveling salesmen represent their interests at the various cities of wealth and population. Those interested requiring really superior watches, jewelry, etc., should patronize this responsible house, while visitors are not unduly pressed in regard to purchasing, as there is no need for it.

**C**LARK E. FISS, Real Estate and Insurance, No. 56 Niagara Street. Prominent among Buffalo's rising representatives of the realm of reality and risks is the gentleman whose name stands at the head of the present sketch. He is a general real estate and insurance broker, is a man in the prime of life, was born in this city, and prior to embarking this sphere of activity had been engaged in the lumber trade for some time. He is a gentleman of strict integrity, as well as of energy and enterprise, and during the three years he has been handling reality has been steadily pushing his way to the front. Mr. Fiss buys and sells on commission a description of city and suburban property, both improved and unimproved, giving personal attention also to the collection of rents and the management of estates. He has a number of choice subdivided lots and cottages for sale at exceptionally low figures and at most liberal terms, on easy time payments, and is prepared to place investments at good paying security. Loans at the mortgage are negotiated likewise, and taxes paid for land-owners, while a sumac is effected in first-class fire, life, accident, and other companies at the very lowest consistent rates.

**W**ALKER & THOMAS, Real Estate and Insurance, Nos. 11 and 12, Hay-n Building.—In this city and vicinity operations in real estate during the past few years have been particularly active, and among those prominently identified with transactions in this direction are Messrs. Fred. B. Walker and John Thomas, who, although young men, have had an extended experience in the purchase and sale of realty. They are native Buffalonians and commenced real estate operations in 1886, since which date they have been very successful, and formed splendid connections with capitalists and property owners. A specialty is made by Messrs. Walker and Thomas of buying suburban lands, which are divided into building lots and disposed of at reasonable prices by methods involving small weekly or monthly payments. In this way, during last year, the firm sold over \$1,000,000 worth of desirable property, which has since proved, as investments, valuable to the purchasers. Messrs. Walker and Thomas' transactions are conducted on a large scale, and the firm, who have always splendid lots of city and suburban property for sale, can offer the very best inducements to investors. They buy, sell, and exchange property on order, and are prompt and reliable in all their dealings. They also represent the leading substantial insurance companies of Europe and this country, and are prepared at all times to accept fire risks at the lowest rates of premium. Messrs. Walker and Thomas occupy a suite of offices, Nos. 11 and 12, in the Hay-n building, corner of Seneca and Main Streets, over the Manufacturers' and Traders' Bank, where will be found maps and every convenience to facilitate real estate and insurance transactions.

**A**CHIEF MINING COMPANY; E. B. Hill, Agent; Offices, Coal and Iron Exchange.—The "Acme" coal is justly celebrated as a perfect fuel, and wherever brought into competition with other brands manifests marked superiority in sustaining the processes of combustion in the most economical manner. It has no rival as a steam coal, and the nut and egg sizes are equally popular for household uses. This coal was known in the trade some years ago as "Penn. Coal." It resembles Pittsburg coal in appearance, and is not only strong and free burning, but free from sulphur, shale, etc. The steadily increasing demand for "Acme" coal since the company was organized in April, 1887, resulted in the opening of a branch office in Buffalo in April, 1890. Mr. E. B. Hill being the company's representative here. He has been with the company since its organization, and is a recognized authority in the coal trade, possessed of a wide range of practical experience, sound judgment, and great energy in the development of the company's most extensive shipping trade. The company has very large contracts on its hands, supplying railroads, dealers and large consumers generally. The "Acme" coal gives the highest satisfaction, quality and weight are guaranteed, while substantial inducements are offered as to prices. The company is now producing upwards of 75,000 tons a year, and the steadily increasing demand from Buffalo, and through Mr. Hill's office from the west, indicates an increased output in the future. Mr. Hill is a native of Pennsylvania, and though a young man in years is old in experience in the wholesale coal trade. He has achieved an enviable reputation since his connection with this market, and is well worthy of the large measure of success achieved.

**H. R. LITTLE, Architect; Office, No. 114 White Building.**—A distinguishing feature of the city of Buffalo is the superior class of public buildings, hotels, business blocks, and private residences that adorn and beautify its streets, the fine character of which reflect great credit on the artistic skill and taste of the architects who designed them. Among the most prominent members of this arduous profession, none has prosecuted his vocation with more skill or greater success than Mr. H. R. Little, who occupies finely equipped offices in the White fire-proof building, Nos. 293 to 298, Main Street. His rooms, situated on the fifth floor, and numbered 114, are easily accessible by elevator. Mr. Little has been engaged in the practice of his profession in this, his native city, since 1878, and since 1884 has occupied the premises now utilized by him. He is widely known as an expert and accomplished architect, devoted to his profession and unflinching in his attention to the best interests of those who intrust their commissions to him. His plans and estimates are prepared with great care and accuracy, under his personal supervision, by a competent staff of practical

architects and skilled draughtsmen. He is fully prepared with every facility to design, superintend and construct the most extensive buildings. Among well known examples of his success in his profession we may refer to the handsome double structure erected at the corner of Seneca and Berriek Streets; Messrs. Fowler and Sons' seven-story block; the handsome residence of W. W. Sloan, on Dela ware avenue; of Dr. H. L. Foster, Wordsworth avenue; of John Thompson, on Linwood avenue. Mr. Little was the supervising architect of Public School-house No. 48, also of the new Post Office in 1885, and of many other public and private buildings which owe their beauty and fine proportions to his skill. Mr. Little was for some time a member of the Common Council of Buffalo, and is noted for his reliable business methods as well as for the active interest he evinces in anything affecting the welfare of the city.

**BARTLETT & SEARS, Shippers of Hard and Soft Coal and Coke, Room 68 Coal and Iron Exchange.**—This business was established April, 1889, by Smith, Bartlett & Sears. Mr. Smith died soon afterwards, and the business is now conducted by the surviving partners, Messrs. John S. Bartlett and Oliver W. Sears. Mr. Sears is a resident of Binghamton, N. Y., consequently the control of the business is in the hands of Mr. Bartlett, who lives in Buffalo. Mr. Bartlett brings great practical experience to bear, coupled with an intimate knowledge of the retail and wholesale coal trade, and the requirements of patrons. The firm's retail department and yard are situated on Hamburg and Scott streets, and the Lehigh Valley Railroad. The yard is equipped with every convenience and facility, and has a capacity for storing 1,000 tons of coal. Three men and two wagons are employed in the retail deliveries, and the trade of the house extends throughout all sections of Buffalo and its vicinity. Mr. Bartlett also promptly fills orders for car-load lots, shipments being made direct from the mines to consumers, while the prices quoted are always regulated by the market. All coal purchased from this responsible firm is guaranteed to maintain in every respect the highest standard of excellence, coming as it does from some of the most famous collieries in the United States. Mr. Bartlett is a native of New York State, but has resided in Buffalo for the last twelve years, where he is highly regarded in trade circles for his enterprise and integrity. In their wholesale trade the firm ship largely East and West, and have an extensive patronage in Canada.

**NORTH & VEDDER, Insurance, No. 22 West Seneca Street.**—The importance of the insurance interests represented to day in this city can scarcely be overestimated, having increased in an especially notable manner of late years. Few, if any, engaged in this line are better known or enjoy a larger share of public favor than North & Vedder, of No. 22 West Seneca Street, who are general fire, marine, and accident insurance agents, with an extensive and substantial business connection. They occupy compact, well appointed quarters here as offices on the first floor, employing an efficient clerical staff, and are prepared to place all classes of desirable risks as above indicated with responsible companies, at lowest rates compatible with absolute security, guaranteeing equitable adjustment and prompt payments of losses in every instance. The firm enjoy exceptional facilities for handling large fire lines, representing the following first-class associations: Merchants' Insurance Company, of Newark; New York Bowery Insurance Company, of New York; London & Lancashire Fire Insurance Company, of England; Western Insurance Company, of Pittsburgh; Alliance Insurance Association of New York; Buffalo-German Insurance Company of Buffalo; Packers and Provision Dealers' Association, of Chicago; Employers' Liability Company Limited, of London; the great Armstrong Syndicate of New York, composed of the Mutual Fire Insurance Company; The Fire Association and The Armstrong Insurance Company, and others equally noteworthy. All persons having business relations with these gentlemen are certain to find the same of an entirely satisfactory character. This flourishing insurance agency was established in 1881, under the firm name of North & Vedder, and has since been continued with uninterrupted success. Messrs. Charles J. North and Harry N. Vedder are men in the prime of life and natives of this city. They are gentlemen of strict integrity, as well as of energy, enterprise and thorough experience, and are active members of the Underwriters' Association, Mr. North being also vice-president of the Board of Underwriters.

# ILLUSTRATED A BUFFALO CITY OF THE LAKES.

**PALACE MEAT MARKET**, No. 30 Main Street, one of the most popular and excellent butcher stores in this section of the city is the well known "Palace Meat Market," Pratt & Co., proprietors, No. 30 Main Street. It is in all respects a well appointed, first class place, and receives a large and select patronage, the firm doing a flourishing whole sale and retail business only strictly first class Buffalo dressed meats are offered for sale here, while the very lowest prices consistent with quality and quantity at all times prevail, and customers can rely upon getting prompt service as well as a superior article and standard weight in every instance at this deservedly popular market. The store, which is 2500 ft. in size, is completely equipped, clean, neat, and well lighted, and three polite assistants are employed, with a delivery wagon serving patrons throughout the city. A large and fine stock is constantly kept on hand, including choice fresh beef, mutton, lamb, veal and pork, prime, corned, and dried beef, select hams, bacon, delicious sausages, lard, etc., the "old Homestead" sausage being a specialty; and all orders by telephone No. 35 receive immediate attention. The proprietors, who are comparatively young men and natives of Buffalo, are gentlemen of pleasing manners and strict integrity in their dealings, as well as push and energy, and during the two years or more they have conducted business here have been highly successful.

**W. M. WATSON**, Jeweler, No. 289 Main Street. A sketch of the jewelry trade of this city would be incomplete without a notice of its most prominent representatives, Mr. William W. Watson, who established this business in 1886, and has since that period steadily gained in reputation for reliability, and to-day ranks as one of the most important houses of the kind on Main Street, carrying as select a stock as that of any similar establishment located on this busy thoroughfare. The store is elegantly appointed, affording every convenience for the display of the goods handled, which comprise European and American watches, diamonds, rings in large variety, brooches, pendants, bracelets, bangles, toolies, medals, and in fact, a full assortment of fine jewelry of every description. In addition to the above here may be found solid silver, Rosd & Barton plated ware, optical goods, hosiery, etc. Mr. Watson has excellent judgment in every thing relating to the trade in which he is engaged, and likewise is a thoroughly practical and experienced watchmaker, cleaning, regulating, and repairing the most delicately made watches with the greatest care and in the most satisfactory manner. He is a native of Taunton, Mass., and has now resided in Buffalo for the past fifteen years, prior to engaging in business on his own account having been favorably identified as watchmaker in the houses of Messrs. J. Walker and Edwards & Lee. He is a thoroughly skilled expert in his craft, an important member of the Jewelers' Security Alliance.

**A. L. WARNER**, Real Estate and Insurance, Room 4 Brown's Building. Mr. Warner has been established in the line of business for the past six years, and by energy, sagacity, and thoroughly honorable methods has built up an extensive and influential business, embracing real estate, including the management of one of the largest property owners and wealthiest residents throughout the city and environs. Mr. Warner, who is quite largely conversant in a real estate of his own and his family's, likewise is a gentleman in the prime of life and was a team in Buffalo. He is a man of the highest personal integrity, as well as a gentleman of ample resources, and is the thoroughly conversant with every feature of the pertaining to the purchase, sale and transfer of realty and kindred interests. He is a careful real estate and insurance broker, buying, selling and exchanging real estate of improver, and managing property, and gives personal attention to the management of estates, their administration, and is prepared to take risks in all first class lines of insurance companies at low rates, while he has been successful in placing large business with many of the leading local persons having business transactions with him are assured of finding the same of an entirely satisfactory character.

**JOHN McVILLIE**, Manufacturer of Harness, P.O. No. 142 Niagara Street. This house was organized in March 1886 by its present proprietor, who since its organization up to the present has always enjoyed a large and profitable trade. The business conducted by Mr. McVillie is unique in that of many

of its kind, inasmuch as it is the only harness manufactory in the city, and he carries a large stock of harnesses, and has a ready market for all of them. The premises occupied are very commodious and well adapted for the complete assortment of harnesses, saddles, bridles, harnesses, trunks, valises, etc., and in fact everything that pertains to the proper use of horses. A special feature of the whole is the manufacture of harnesses of every description, from a complete catalogue of which will be sent on application to Mr. McVillie, and for the size of Stevens street, the location is quite favorable and the business is growing. Mr. McVillie is a native of Buffalo, and has been in Buffalo for the past ten years, and has gained experience as a harness maker extending over a period of thirty or thirty-five years. He is widely known and highly respected as the head of the leading harness trade in the Queen City.

**LOUIS BERGTOLD**, Cigars, No. 265 Main Street. Mr. Louis Bergtold has been engaged in his present enterprise for the past ten years, and his goods are well known and highly appreciated both in the retail trade and among a large class of private patrons who make his establishment their favorite one for the purchase of the fragrant weed. His store is located at No. 265 Main Street, and is both commodious in point of size and elegantly equipped with regard to interior appointments. Since Mr. Bergtold primarily engaged in business, he has ever made it a fact that he only handled a good class of honest cigars, worthy of the high opinion of smokers, and that he has thoroughly carried out this laudable intention is amply evidenced by the permanent and constantly growing patronage he to-day enjoys. There may at all times be purchased the very finest grades of Havana, Key West, and domestic cigars, and Mr. Bergtold's facilities of supply are such that he is enabled to quote prices, both to consumers and the trade, of his competitors can duplicate. His goods, in fact, are the best for the price in Buffalo. Mr. Bergtold is a native of the city, a gentleman now in the prime of life, whose marked success may undoubtedly be attributed to the unwavering fidelity with which he has always adhered to the wants of his patrons.

**A. W. PAUL**, Real Estate, Etc., No. 41 East Mohawk Street. Mr. Paul has been established in the real estate business for the past fifteen years, and therefore brings to bear upon the subject great practical experience, coupled with an intimate personal knowledge of the advantages of the residential and business sections of Buffalo and her environs. He conducts a general realty business, buying and selling houses, stores, lots and land, in the city and suburbs, placing loans, negotiating mortgages, arranging transfers, collecting rents, etc. His keen apprehensive judgment of values, present and prospective, together with a large acquaintance with business men, render his services particularly valuable to parties dealing in realty. He also transacts peculiarly reliable insurance companies, and is a specialty of resident policies. Mr. Paul is a native of Buffalo and is a well known person in the field of business of the city, and up to the time of his residence in Buffalo and State money, which he has used in his investments.

**W. M. PAUL**, Real Estate and Insurance, Room 4 Brown's Building. Mr. Paul is a native of Buffalo, and has been in Buffalo for the past fifteen years, and has gained experience as a real estate and insurance broker, buying, selling and exchanging real estate of improver, and managing property, and gives personal attention to the management of estates, their administration, and is prepared to take risks in all first class lines of insurance companies at low rates, while he has been successful in placing large business with many of the leading local persons having business transactions with him are assured of finding the same of an entirely satisfactory character.

**S**LOCUM & MANNING, General Agents for the Fidelity and Casualty Company of New York, No. 378 Main Street.—The unmitigated dangers to life and limb, to which the exigencies of modern life has exposed the inhabitants of both country and city, and which in most cases no human prudence can avoid, have given rise to that department of insurance which is called "Accident Insurance." It is a most popular branch wherever introduced, as the benefits derived from its policies are immediate. One of the representative and most reputable companies who make a specialty of insuring their patrons against casualties of all kinds in the Fidelity and Casualty Company of New York, of which the general agents in this city are Messrs. Slocum and Manning. This branch office was established in 1887, by Mr. Sidney W. Slocum, who in 1889 associated with him his present partner, Mr. Robert A. Manning. The business created by these enterprising young men in this city and vicinity, has grown to great proportions, and has given their house a prominent position in insurance circles. Their offices are centrally and conveniently located at No. 378 Main Street, and are handsomely furnished and fitted up. They have also a sub-agency in the neighboring village of Tonawanda. Risks are taken on all manner and kind of casualties, boiler accidents, plate glass, employees' liability, elevator, etc. This company also issue bonds guaranteeing persons in positions of trust, at the very lowest rates. Claims are never resisted, or delayed, but are adjusted without delay and prompt settlement effected. In addition to this insurance business, Messrs. Slocum and Manning are also actively engaged in the buying and selling of city and suburban real estate, of which they handle large lots. They also collect rents and manage the estates of absentees, negotiate loans, mortgages, furnish taxes and title searches, etc. Their terms are of the most reasonable character, and fully warrant the large and influential patronage that they have secured. Both gentlemen are natives of Buffalo where they are highly esteemed for their enterprise, business ability and integrity.

**D**R. D. B. WIGGINS, Specialist, No. 59 E. Seneca Street.—For forty one years Dr. D. B. Wiggins has been a leading physician of the city of Buffalo. In 1839 he established his now widely-known house in premises situated at corner of Niagara and Eagle Streets, from which he removed to No. 440 Main Street, and finally to his present quarters at No. 59 East Seneca Street, two doors east of the post-office. Discarding the time-worn and exploded theories of the old school of medicine, he has for years advocated the use of botanical medicines, and has now the proud satisfaction of seeing his method largely adopted by many of the representative physicians of this and other countries. He has devoted all his time and energies to the dissemination of the fruits of his scientific studies and researches, and the preparations for the use of the public of such remedies as have only botanical properties for a basis. The premises he occupies are central and easy of access from any part of the city. They comprise an office in which he is visited by his patients, and which the numerous demands for his advice preclude him from having to call at patients' houses; also a handsomely fitted up store in which he keeps constantly a full and complete line of his well-known remedies, which are prepared under his personal supervision. Dr. Wiggins is a native of Vermont, and resided for three years in Adams County, O., he is a graduate of the Physio-Medical College of Cincinnati from which he received his diploma in 1846. He is also a member of the Western New York Medical Association, and in 1858-9 occupied the chair of Anatomy and Physiology in the above college. His profound knowledge of things medical, and the great experience he has acquired in his long practice, render his services of inestimable value to all whose state of health necessitates recourse to a physician. He is a prominent citizen of Buffalo in whose welfare he has always taken a deep interest, and where he is respected and honored by all classes of men.

**J**NO. F. HABERSTRO, Real Estate and Insurance, Corner Main and Clinton Streets.—One of the most popular and respected real estate agents and insurance brokers in Buffalo, N. Y., is Mr. John F. Haberstro, whose offices are so centrally located in the Arcade Building, corner of Main and Clinton Streets. This business was established in 1879 by Mr. Joseph Berlin, who, in 1909, November fifth, was succeeded by the present proprietor, who had

been associated with Mr. Berlin for three years prior to this date. Mr. Haberstro is a gentleman of executive ability and indomitable energy, who, since he opened his offices, has developed one of the most active and first-class lines of trade in his specialties in this city. He sells and exchanges all classes of real estate, and always has choice properties on his books, both in houses and lots, in all sections of the city. He effects loans upon real estate, also bonds and mortgages on easy terms, does a large renting business, and has extra facilities as a house agent in securing careful and responsible tenants. His connections are strictly first-class, and he has built up a deservedly fine trade, making the management of estates and title searching a specialty. Mr. Haberstro is a qualified notary public of upwards of twelve years' experience, and pays special attention to this branch of his business. He is a native of this city. He displays great energy and determination in business, and has built up not only a large trade, but the highest of reputations in Buffalo's mercantile circles as a thoroughly reliable and honorable business man, well worthy of the large and permanent trade which has rewarded his exertions.

**H.** D. FARWELL, Undertaker, No. 51 Niagara Street, corner Franklin.—The oldest undertaking establishment of the city of Buffalo is that of Mr. H. D. Farwell, which is also a leading house in this line of business. It was founded in 1837 by his uncle, Mr. Eldridge Farwell, and carried on by him with Mr. H. D. Farwell as assistant, until 1851, when they formed a co-partnership under the firm name of E. & H. D. Farwell, which was continued until the death of the senior member of the firm in January 1861, when Mr. H. D. Farwell became sole proprietor and continued as such, with Mr. George Meacham as assistant, until 1878, when Mr. Meacham became the proprietor, with Mr. Farwell as assistant, until 1893. From 1897 to 1898—a period of fifty-six years—the premises occupied were Nos. 17 and 19 Niagara Street, but in the latter year Mr. Farwell removed to No. 201 Pearl Street, where he continued the business, with Mr. George E. Beach as assistant, until 1888, when he removed his business to its present ample and commodious quarters, No. 51 Niagara Street, on the corner of Franklin. His rooms are handsomely furnished and fitted up and contain the latest and most artistic designs in caskets and funeral furniture of every description. Mr. Farwell was born in Elmore, Vermont, and has been a resident of Buffalo forty-six years, during all of which time he has been engaged in the undertaking business. He is a prominent member of the Erie County and New York State Undertakers' Association. Mr. Beach, his competent assistant, is a native of Buffalo, and has occupied his present responsible position for seven years. Mr. Farwell is widely known as an undertaker throughout the country, and no house of the kind has a better reputation for the quiet and orderly manner in which its business is conducted.

**C.** H. UTLEY, Pianos, No. 82 Pearl Street.—This flourishing business, which has been conducted in the building now occupied for forty odd years, was established in 1842 by H. Utley, who carried on the same up to 1873, when it passed into control of his son and successor, the present proprietor, under whose efficient management it has ever since been continued with uninterrupted prosperity. The business premises comprise an entire 25x125 four-story and basement structure, with spacious and tastefully appointed warerooms on the second floor, and a large staff is employed, including a number of expert workmen. An exceedingly fine assortment is constantly kept on hand here, embracing besides the justly famed productions of Haines Bros., Vose & Sons, and the Schubert Piano Co., for which Mr. Utley is agent, other first-class pianos and organs; also an elegant line of cabinet makers' and upholsterers' supplies. Pianos and organs are sold either for cash or on easy-time payments, at rock-bottom prices, liberal and honorable terms always prevailing, while every instrument leaving this veteran and responsible house is fully warranted, purchasers being assured of getting an A No 1 article as well as courteous treatment in every instance. Instruments are tuned and repaired, likewise, in the most prompt and superior manner; also exchanged. Mr. C. H. Utley, who is a man in the prime of life, born in this city, is a gentleman of pleasing manners and strict integrity in his dealings, as well as of energy, skill and experience, and is thoroughly conversant with the business in its every feature and detail.

**D.** F. NEWHALL, Grain Commission in Montreal, Nos. 15 and 16, Board of Trade Building, the importance of the city of Buffalo as a grain market and a leading distributing point for produce producing it, in the grain-growing regions, 1. The west to the markets of the East, grain being estimated, 1. Her position as the eastern terminus of the Great Lakes and western terminus of the Erie Canal, through which the products of the West are filtered into the various markets of trade of the State of New York, or sent through to the Atlantic, is deemed as well as her situation as a great railway center for trans-line commerce from north, south, east and west, give her an unrivaled advantage over any other city on the continent. The grain trade of Buffalo has therefore become a most important factor in her commerce, much of which is due to the activity and energetic management of her business men. Prominent among the leading grain commission houses of Buffalo is the old established one of Mr. D. F. Newhall whose elegantly fitted-up offices are located in rooms Nos. 17 and 18 of the Board of Trade Building. Mr. Newhall is a native of Milwaukee, Wis., and settled in this city in 1865. In 1870 he established his business on the Central Wharf, whence he transferred it to the premises now occupied in 1883. He is a large receiver and shipper of grain on commission, and by his unceasing watchfulness over the interests of his patrons, and the sound judgment he has always displayed in following the pulse-beats of the market, has acquired a wide and far reaching trade. His honorable and liberal methods, and the promptness with which settlements are made, have given him a high reputation among his colleagues and with the public in general. He is a member of the Merchants' Exchange of Buffalo, and chairman of its grain committee, and is highly esteemed and respected by all who have business with him.

**C**ASPER WITTMAN, Jr., Real Estate, No. 47 East Second Street.

One of the most popular and responsible real estate brokers in Buffalo is Mr. Casper Wittman, Jr., whose offices are elegantly situated at No. 47 East Second Street. No one in the business sustains a higher reputation, and few enjoy a larger share of public favor and confidence than he. He has been established in his business on his own account since 1878, and prior to that period was identified with one of the well-known houses of Mr. Thomas A. Slater in the same line. He makes a living specialty of buying improved city property, especially on dwellings, building lots, stores and other forms of property are bought, sold and exchanged; rents are collected, conveyances and all kinds of legal instrument are drawn up, titles are examined, estates are run and for absent owners, and unexpired franchises are possessed for the prompt negotiation of loans on bond and mortgage. Investments are desirably placed, and Mr. Wittman is accounted among the best judges of present and prospective values of improved city property in the business. He numbers among his *clients* many of the wealthiest capitalists and largest property owners in the city, and has carried through to a successful issue many heavy and important transactions. His services are in constant requisition in a professional capacity, as an agent and expert, and are always rendered with promptitude and conscientious fidelity to the best interests of his clients. Mr. Wittman is a native of Philadelphia, a young man of the highest social, professional and business standing. He is a director of the Hyde Park Land Company, as also of the New York Central and Hotel Avenue Belt Line Syndicate, and has risen to success in his business by honestly deserving it.

**G**EOFFREY IRISH, Wholesale Paper Dealer, Nos. 84 and 86 Pearl Street. In no branch of his wholesale trade is Bullfinch more favored than in that of paper, in which line she has the representative establishment of Mr. Geoffrey Irish, who, without exception, second to none in the United States, and equaled by but very few, Mr. Irish is a native of Lewistown, Niagara Co., N. Y., and when a youth of eighteen came to Bullfinch to engage in mercantile pursuits. He was for twenty-one years clerk, salesman, and, lastly, owner of the firm in the old house of L. C. Woodford, prior to starting out on his own in 1852. Then, tho' still a young man, he is experienced in the whole paper trade, and one of the most practical experts in the city. He has rapidly enlarged his establishment in the most substantial manner, and on May 1, 1860, in order to secure a better site, and for the convenience of his old and new customers, removed to the new premises of 84 and 86 Pearl Street.

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**W. G. HARTWELL**, Real Estate, No. 2 White Building.

Among the large number of dealers in real estate who devote their time and energies to the buying and selling of Buffalo realty, few enjoy to a greater extent the confidence of the community than Mr. W. G. Hartwell. This gentleman's office is located in room 21, on the second floor of the named some White Building, on Main Street, between W. Swan and Erie streets, and is easily of access by means of the double stair elevators with which that building is provided. Mr. Hartwell has established his present business for ten years ago, and from the start has met with most encouraging success. The growth of his present business has been rapid, and many individuals and corporations have entrusted their property to him, in the belief that he has succeeded in building up a business, in which they can rely for a long standing and profitable record. As the name of his office is spelled, so, possibly, however, better, and is a very property. His relations in the market are local, and he has a constant flow of information as to the property in the high, in the middle, in the low, and in the worst forms of payment, and at the same time, in the process. Improved farm property in the country, immediately at hand, Buffalo are also on his books, and he is a very successful investor in this class of security can be found. Mr. Hartwell is a native of Charlotteville, N. Y. He was formerly engaged in real estate business in Chicago three years, and in New York City and vicinity some length of time.

**V.** L. TIPHANE, Wines, Liquors, and Cigars, No. 10 East Swan Street. The premises utilized by the above gentleman for business purposes comprise a handsome store having the ample dimensions of 25x80 feet, practically arranged and provided with every convenience, and in all fittings and appointments strictly Parisian, giving out a fair idea of the character and style of first class establishments of the kind to be found in the best quarters of the French capital. Mr. Tiphane carries a heavy stock of time-old wines of various vintages, which he imports direct from the wine growers in France and also liquors, conbals, and choice old French brandies, and European wines and liquors of every description, and makes a special feature of superior time-old Ancho in vintages. He is doing a fine trade, and among his patrons are many of the best families in the city, who have the most implicit confidence in Mr. Tiphane, who never under any circumstances deals in or handles any wines or liquors but what he can safely recommend for purity and superlative excellence. He makes a special feature of family trade, and his customers are so fastidious in their immediate selection and supervision, and are so well acquainted with the best selection is expressed by him to be that Mr. Tiphane carries a gentleman in middle life, of a pleasant countenance, and the confidence and regard of these people.

**F. J. HILLIS**, Manufacturer of Copper, Tin, and Sheet-iron Work, Stoves, and Builders' Hardware, No. 541 William Street, near Kretzner, one of the most popular and enterprising business men of Buffalo is the gentleman whose name heads this sketch. Born in this city, Mr. Hillis has, since he reached young manhood, been ever prominently before the public, both as a progressive and public spirited citizen, interested in all that affected the city's welfare, and as a leading exponent of the line of trade in which he is still engaged. His father was for twenty nine years the trusted manager of the manufacturing department of the well known and representative house of Simey Shepard & Co., and under his careful guidance Mr. Hillis, who was also an employee of the same firm for seventeen years, was trained to a thorough knowledge of the trade in all its aspects. In 1883 he established his present business, and from the start secured a patronage such as is only accorded to first-class houses that are managed by first class men. The premises he occupies comprise a substantial two-story frame structure, 22x105 feet in dimensions. They are spacious and commodious, every facility and convenience for manufacturing and the storage and display of stock being at hand. The factory is equipped with all the most modern and latest improved tools, appliances, and machinery for sheet metal working, and for repairing stoves, ranges, and furnaces in the most workmanlike manner. A large force of skilled hands is constantly employed, and all orders are filled and executed on short notice and at reasonable prices. The store is handsomely appointed and well ordered, and is attended to by an efficient staff of able and courteous assistants. A heavy and first-class stock is carried, comprising stoves, ranges, heaters, and furnaces, builders' and house hardware of all kinds, tin, sheet-iron, and copper ware, granite, agate, and kitchen ware, mechanics' tools in great variety, machinists' and blacksmiths' supplies, nails, rivets, and screws; table and pocket cutlery, garden tools and farm implements, and all kinds of house-furnishing articles. The trade is a very extensive one, and is steadily increasing from year to year. Mr. Hillis is a universally popular man, and, although never sought for by him, has had several important public offices thrust on him. For one year he filled the position of Civil Service Commissioner, and in April, 1889, was appointed by the Mayor, Police Commissioner of this city, one of the most responsible offices in the system of municipal government, which position he still holds to the great satisfaction of all our citizens.

**STADERMAN & FOX** (Successors to Buffalo Piano Mfg. Company), Manufacturers of Upright and Square Pianos, Nos. 1189 and 1191 Niagara Street.—The upright and square pianos manufactured by Staderman & Fox, at Nos. 1189 and 1191 Niagara Street, are fast becoming to be recognized by mechanical experts and professional musicians as the best embodiment of reliable materials, perfect workmanship, beauty of design, purity of tone, great power and excellence of action, coupled with elegance of finish. The company are now turning out twelve pianos per month, and are about to enlarge their plant to keep pace with the growing demand for their instruments. The true merits of an instrument lie in its purity of tone, volume of sound and durability, and to secure these at their utmost perfection has been the life study of the proprietors of this house. The sounding-boards are selected by their personal judgment, great care being taken that the grain of the wood is such that the greatest amount of tone possible will be produced. The same personal supervision enters into all departments. Merit and excellence are the first considerations. The management do not aim or desire to compete with any of the so-called cheap pianos, which are dear at any price because of their inferiority, but have conscientiously applied a liberality of knowledge and resources to the perfection of their instruments, and are to-day turning out a class of pianos which cannot be excelled in the United States for fine singing quality of tone, thorough reliability, and uniform excellence. Their uprightness give the best satisfaction of any piano in the market. No new fangled alleged improvement injures or mars the harmonious symmetry of the instrument, mystifies the public, or bothers the tuner:—in a word, a splendid, practical instrument, unquestionably the leader in its line, unapproached and unapproachable. The cases are of the finest cabinet woods, beautifully designed, and bearing the highest finish. A large and complete stock is constantly carried, from which purchasers at wholesale or retail can be promptly supplied, and satisfaction as to quality and price is invariably assured. Care-

ful attention is also given to repairing and tuning, and communications by telephone or by mail receive immediate response. The proprietors, Messrs. T. Staderman and L. J. Fox, are accomplished manufacturers, thorough musicians, and honorable business men, whose friends are legion in both social, musical, and trade circles, and whose brilliant success and permanent prosperity in the business world is well assured.

**N. A. CARROLL**, Successor to Carroll & Shea, Wholesale Dealer in Fine Whiskies; Wines, Gins, Brandies, Etc., No. 742 Seneca Street.—In these days of adulteration and deception it is only by the exercise of great care in purchasing, either by the retailer or consumer, from the most reliable houses that quality of wines and liquors can be assured. A decidedly popular and reliable exponent of this trade in Buffalo maintaining a most enviable reputation for handling only A1 goods, and for honorable, straightforward business methods, is that of Mr. N. A. Carroll, successor to Carroll & Shea, wholesale dealer in fine whiskies, gins, brandies, wines, etc., whose popular concern is located at No. 742 Seneca Street, with telephone connection No. 195. This business was founded originally on this street in 1875 by Messrs. N. A. Carroll and William Shea, and at once secured an enduring hold on public favor, and which resulted in the development of a very large and influential trade, which is wholesale in its character. In order to more efficiently meet the increasing demands of their customers, they, in 1885, removed to their present address, where their trade has continued to increase ever since. Owing to the retirement of Mr. Shea some time ago, Mr. Carroll became sole proprietor. The premises occupied are very commodious and fitted up with every convenience, while a large and carefully selected stock is kept constantly on hand. The stock embraces the most celebrated distillations of fine rye and bourbon whiskies, gins, foreign and domestic rums, and the choicest vintages of pure French and American brandies; French, German, Spanish, and domestic wines of the most famous brands, also Irish and Scotch whiskies, foreign and domestic ales; and besides these a full and complete assortment of cordials, bitters, case-goods, etc. The goods of this house are noted for their superior excellence and low prices, and customers have the complete satisfaction of knowing that nothing inferior or adulterated will be sold to them. Polite service is accorded to all customers, and orders are filled promptly and delivered in the city free of charge. Mr. Carroll is a native of Ireland, a pleasant, courteous, and enterprising gentleman, highly respected in social and commercial life for his ability and integrity.

**THE SPRINGFELS MANUFACTURING COMPANY**, Manufacturers of All Kinds of Plush and Morocco Cases, Jewellers' Trays and Findings, Nos. 16 and 48 Broadway.—Although established only a very short time, the Springfels Manufacturing Company, manufacturers of plush and morocco cases, jewellers' trays and findings, Nos. 46 and 48 Broadway, have already acquired an extensive business connection, their trade, which is of a very substantial character, reaching all over the United States. The secret of the prosperity that has attended this concern from the start is not far to seek, however. Turning out a class of goods of exceptional excellence, prompt and thoroughly reliable in executing orders, and the establishment being vitally managed with energy and ability, the result could scarcely have been other than the well-merited success that has attended the venture. The premises occupied as factory, office, and sales-room comprise three 20x100 feet floors, and are completely equipped with all necessary facilities, while employment is furnished to upward of forty expert hands. The productions include elegant plush and morocco cases in artistic designs and exquisite workmanship, and in every size, shape, style, and variety; also jewellers' trays and kindred articles generally, and the very lowest prices consistent with quality of material and character of work are quoted to the trade, the company selling direct to wholesale and retail jewellers, and all orders for anything in the lines above indicated are filled in the most expeditious and trustworthy manner. The managers of the factory have been in this business for a number of years, and are abundantly able to meet all orders, and execute them promptly in the most satisfactory manner. Mr. C. F. Frielholt, who is connected with them, was, prior to his venture in this business, chief reporter for B. S. Dunn & Co.'s Commercial Agency, which is a sufficient guarantee as to his business qualifications.



**A.** J. OISEI, Law, Collection and Real Estate Office, No. 362 Main Street—Buffalo has no financial interest of more paramount importance than that of real estate, and the public has turned its attention to the city real estate market as one absolutely secure, and where, if judicious purchases are made, not only is a steady source of income assured, but likewise prospective increase of values. Among the sound and prosperous houses engaged in the handling of realty is that of Mr. A. J. Oisei, whose law, collection and real estate office is located at No. 362 Main Street and its popularity proves that it enjoys the esteem and confidence of the entire community. The proprietor, Mr. Oisei, is a native of Memphis, Tenn., but has resided in this city since 1865. He established business here in 1883, bringing a wide range of practical experience to bear, coupled with an intimate knowledge of the merits of the various residential and business sections of the city. He is an attorney and notary public, and carries on a general business in buying, selling, leasing and renting property, collecting rents and securing tenants, managing estates, effecting insurance, and negotiating loans on bond or mortgage to any amount. Mr. Oisei also represents all the trans-Atlantic steamship companies, provides European tickets at very cheap rates, and furnishes drafts on all parts of Europe at a reasonable percentage, any further comments of ours upon this responsible house would be superfluous; the proprietor is a gentleman of talent and integrity; his methods have met with the permanent approbation of our leading citizens, and he is a most worthy exponent of Buffalo's real estate market.

**L.** OCKWOOD & OUGII, Manufacturing Stationers, Nos. 18 and 89 Seneca Street.—The business of this concern was organized by its present proprietors in 1884, who have developed the trade of their establishment very considerably and have obtained a liberal and influential trade and patronage from the public, owing to the unsurpassed quality and excellence of their various manufactures, and to the artistic character of their printing. The firm occupy a store 50x80 feet in dimensions, basement and upper floor of the old postoffice building, and the premises are equipped with all the latest improved machinery and appliances, by means of which the work produced is accomplished with dispatch and in the best manner, employment being furnished to some thirty skilled and experienced operatives. There is a full assortment of types for every description of printing, modern printing presses operated by steam power, and in the blank book manufacturing department every mechanical requisite of a superior order. The firm make a specialty of blank books, copying books, ruled sales books, lumber tally books, stenographers' note books, etc., and carry a full line of filing devices, letter and document files, architects' and engineers' supplies, tracing cloth and paper, blue print paper, fountain pens, gold pens, pencils, and every variety of ordinary stationers' sundries. Throughout the establishment there pervades a system of order that facilitates the transaction of business, and makes the house a pleasant one with which to establish trade relations.

**W.** W. POTTER, Artistic Stencil Cutter and Rubber Stamp Manufacturer, No. 22 East Seneca Street.—Among those in the city actively identified with the business of stencil cutting and manufacturing rubber stamps, is Mr. W. W. Potter, who has been engaged in it since 1905. He is a native of Ohio and came to Buffalo in that year, and conducted and managed a flourishing business for many years. In 1878 he formed a partnership with Mr. John B. Edmunds, and under the name and style of Edmunds & Potter, a wide-spread business was done. In May last the firm was dissolved, since when Mr. Potter has continued the business on his own account, occupying well-equipped quarters, Room No. 5, in the old postoffice building, No. 22 East Seneca Street. Mr. Potter is the inventor and sole manufacturer of "Potter's" patent changeable shipping stencils, which are in use all over the country, and pronounced the most convenient device ever devised for the purpose for which they are intended. He also manufactures stencils of all kinds and sizes, and rubber stamps of the best quality, and deals in marking materials and steel stamps, burning brands, seals, seal presses, dates, rubber stamps, and brass checks of every description, and everything that belongs to the business. Mr. Potter is well equipped for manufacturing purposes and fills orders promptly at the very lowest prices. He is doing a flourish-

ing city and country trade, and each year his operations are becoming more widely extended.

**J.** H. ULLENBRUCH, Scientific Optician, No. 274 Main Street.—What with discovery, invention, and the development of skill, a high degree of perfection has been attained in the devices for restoring impaired sight and for increasing the power of vision. And in this connection, special mention ought here be made of J. H. Ullenbruch, scientific optician, who is the leading exponent of this art in Buffalo, and who enjoys a reputation for skill and reliability second to none in his line in the country. He is a manufacturer, importer and dealer in general optical goods, mathematical and philosophical instruments, engineers' and surveyors' supplies, and kindred articles, and has a very large and influential patronage, his trade, which is both wholesale and retail, extending throughout western New York and portions of the states adjoining. The premises occupied as salesroom and shop comprise an entire 20x100 feet ground floor, with ample and complete facilities, and four expert assistants are here employed. An extensive and exceedingly fine assortment is always kept in stock. Every article sold in this responsible establishment is fully warranted, and all work done is guaranteed first-class, while the prices prevailing here are exceptionally low, and all orders for anything in the line indicated will receive immediate attention. Mr. Ullenbruch, the proprietor, is a gentleman in the full prime of life and a native of Germany, but has resided in this country a number of years, succeeding J. M. Ollendoff here in 1878. He is a thoroughly expert optician, of many years' experience, as well as a man of energy and entire probity of character, and is master of his art in all its branches.

**H.** G. WHITE, House, Sign, Ship and Fresco Painter, No. 83 Main Street.—It is not given to many to conduct a business for upwards of fifty years, and still remain active and energetic, and in "working harness," but such has been the happy fortune of Mr. H. G. White, the most prominent house, sign, ship and fresco painter in Buffalo, whose business quarters have for the past forty years been at No. 83 Main Street. Mr. White is a native of Burlington, Vt., and came to Buffalo in 1836, when a young man of twenty-two years. On Independence Day, 1836, he established the business which he still continues to direct, his store then being located on the site where the Bank of Commerce now stands. Employing from twenty-five to thirty skilled hands, according to the season and the demand, Mr. White is at all times prepared to enter into contracts for the execution of house, sign, ship and fresco painting in all their branches, guaranteeing the most satisfactory services in every instance. Estimates are furnished on application, and work once undertaken is finished without delay. Mr. White is an honorary member of the Twenty-first Regiment Veteran Association, also a member of the prominent fraternal orders, as well as a patron of art and literary societies; and he has given invaluable aid towards promoting the social and business status and progress of this community.

**H.** ENRY W. ZEIGEL, Real Estate, No. 332 Main Street.—The steadily increasing demand for choice city real estate is one of the most suggestive features of the day, and indicates that there is no other form of investment so absolutely sure and remunerative. Mr. Zeigel has, since he began business in 1875, dealt in realty of all kinds, and his sound judgment and accurate estimate of present and prospective values have enabled many of the leading capitalists and investors to make judicious selections, and in the ease of improved property, to be sure of a steady income, and a progress in enhancement of value. Mr. Zeigel carries on a general business in buying, selling, renting, leasing, and exchanging property of all kinds, negotiating loans on mortgage security, effecting fire insurance, collecting rents, and assuming the entire charge of estates. He has a number of subdivisions, excellently located and cut up into building lots, which are offered at exceptionally reasonable prices for spot cash, or on easy time payments. In all transactions the customer has his interests carefully advanced. Though a native of Germany, Mr. Zeigel has resided in Buffalo the greater part of his life, having come here forty-five years ago. He has ever manifested a warm interest in everything pertaining to the steady development of the city, and is personally held in the highest estimation throughout the city.



**C. HALLAUER**, Dealer in Poultry, Butter, and Eggs, Fruits and Vegetables, Dried Fruit, Etc., and General Commission Merchant, No. 33 East Market Street. For more than thirty years to date has done more to strengthen and develop the produce and wholesale commission industry of Buffalo than that now known under the name of C. Hallauer. This business was established in 1850 by Mr. F. South, at No. 130 West Market Street. In 1858, he was succeeded by Mr. Hallauer who has since conducted the business alone. The premises now occupied are located at No. 33 East Market Street, and comprise a one-story frame building, sixteen feet, exclusively devoted to the purposes of the trade. It is equipped with all that is necessary for the prompt and rapid execution of orders, as well as for the safe storage and preservation of the goods handled. Mr. Hallauer possesses unsurpassed facilities for conducting large operations under the most favorable conditions. He is widely known as a practical commission merchant, handling poultry, butter and eggs, fruits and vegetables, dried fruits, and country produce of all descriptions. No dealer in this city has a truer name for liberality in dealing with shippers, and the numerous and influential connections he has established throughout the country indicate the high esteem in which he is held and the confidence reposed in him. His wide acquaintance with jobbers and dealers, and the intimate knowledge he possesses of the daily wants and varying requirements of the trade, enable him to place all goods consigned to him with dispatch. An inflexible rule of this house requires an immediate account of sales to be rendered, and remittances to be at once made. The stock carried is large and varied, and comprises all the leading products of the best sections of the country. Mr. Hallauer is a native of Switzerland, and came to this country in 1840. For many years he was a resident of Chicago, but has lived in Buffalo since 1880. He is very popular with the trade, and universally esteemed in this community.

**ROBT F. ATKINS**, Undertaker, No. 68 East Eagle Street. A leading and prominent Buffalo undertaking establishment is that conducted by Mr. Robert F. Atkins, No. 68 East Eagle Street. This gentleman is a native of England, came to this country thirty-seven years ago, and has ever since been a most devoted and loyal American citizen. Sixteen years have elapsed since he founded the responsible and enterprising house that bears his name, and its record in that period of time has been an unbroken one of success and prosperity. The premises utilized as offices and show-rooms are probably the most elegant in the city, handsomely furnished and decorated, and most conveniently adapted to the purposes of the business transacted in them. They are situated on and comprise the whole of the spacious first floor of a fine brick structure built a few feet from the line of the street, and agreeably shaded by some of the most valuable trees to be found on this asphalt-paved thoroughfare. They are compact, ample and neat, and a first-class and well-assorted stock of everything comprehensible in funeral requirements is always on hand. The latest and most artistic designs in caskets, coffins, and every thing connected therewith are constantly carried there, and this fact, combined with the most representative manufacture of this line of goods, and its unrivalled facilities enabling it to place orders as promptly as the choicest of these goods at most moderate rates. A staff of efficient assistants is steadily employed, and remains in attendance at any hour of the day or night, and prepared for burial. All orders receive prompt and expeditious execution. This gentleman is a member of the Metropolitan School of Embalming, the most celebrated in the country, and this branch of the business is attended to by himself personally. Internments are prepared in any of the cemeteries of the city, and conducted in the most splendid manner, or with the quietest decorum, according to the wishes of patrons. Liberal time, prior to white satisfaction is guaranteed in every case. The elegant hearse and carriages provided are the finest in Buffalo, and no firm in this line is better prepared to conduct funerals. Mr. Atkins is a progressive and enthusiastic citizen of this city, and is always to be found taking a leading part in whatever is conducive to its welfare. In the dark days of the late Civil War he took a leading part as a member of the 8th Regiment of U. S. Volunteer Infantry, and was seriously wounded at the celebrated battle of Seven Oaks. His prowess and fine soldierly qualities received prompt recognition, and, although he en-

listed as only a private, at the close of the campaign he was promoted to command. For four years and eight months he fought his battles in the Union, displaying his bravery on many fields of action. He is a member of the Exempt Volunteer Firemen's Association of this city, and an active member of the following societies: American Legion of Honor, A. O. F. W., Select Knight, Improved Order of Red Men, Ancient Order of Foresters, Empire Order of Mutual Aid, Knights of Honor, Knights of Pythias, Order of United Friends, Order of Hiram Gable, Sons of St. George. He is also general of the Order of Patriotic Militant. He is a leading member of the Buffalo Funeral Directors' Association, and of the State Association, of which he was at one time the honored president, and is one of the most popular and highly respected citizens of Buffalo.

**MELAN BROS.**, Dry Goods, 130 N. W. 3rd, 224 Commercial Street. A prominent, responsible and representative house among the many which cater to the trade on the north side of the city is that of Melan & Bros., 130 N. W. 3rd, 224 Commercial Street, corner of Phenix Avenue. From their vast storehouse secured one of the most extensive and fashionable patronage, as evidenced by many a house in this section of the city. The prominent local dry goods promoters had gained of heretofore street in the city. It was found to be most judiciously secured to their patrons in securing for the latter the latest and best goods at the lowest prices in the market, and secured for the house a large degree of successful prosperity. The premises comprise three distinct stories, comprising one with the other by means of arches. They are elegantly and tastefully fitted up, the show windows especially being dressed in such style as to make the establishment one of the finest and most attractive on this street. They are provided with every facility and equipped with whatever will ensure the comfort of their patrons. The department devoted to millinery is a spacious apartment, 2500 feet in dimensions, in which are displayed all the latest novelties produced by European and American houses in the way of hats, bonnets, caps, hoods, etc. The notion department, also 2500 feet in dimensions, while that devoted to dry goods, 4000 feet in dimensions, contains a full and complete assortment of fancy and staple goods, woollens, cottons, linens, etc. A stock value at \$1,000 is at hand, and constantly renewed from the best sources. Prices are low, and invariably low. Ten assistants are in attendance, and the utmost courtesy is the rule of the house. Both partners are natives of Sweden, but have resided in Buffalo since their early youth. They are progressive and enterprising, and are very popular with the trade.

**CHARLES DENNIS**, General Bicycle Dealer, No. 254 Allen Street. —The bicycle man has had to combine the features of practical exercise, athletic sports, and locomotive utility, in order to be popular, and to supply the necessities of his patrons. It is little wonder that he has become popular the world over. In the city of Buffalo, it is no secret, perhaps, the National Cycle Company, better accommodated in the bicycle riding by reason of the superb number of bicycles it brought into this city, Buffalo. In this connection the fact of one of our readers is related to the recently opened the agency of Mr. Charles A. Dennis, located at No. 254 Allen Street. Mr. Dennis opened this establishment during the early part of the current year, and already enjoys a splendid patronage among the leading wheelmen and cycle clubs of the Greater City. This could hardly be otherwise, not only for the reason that Mr. Dennis is an expert on the construction, repair, and running of bicycles, but also in consequence of the fact that he handles only such machines as are made by the "Rudge," one of the best and most reliable of the world. The "Rudge," one of the best and most reliable of the world, is a "Warwick," "Union," "Imperial," "Lafayette," "Edison," "Imperial," "Cassidy," "The Great," "Radiator," and others of more or less celebrity. These goods are sold for cash, or upon the tuition system of payment, and in view of the great and growing popularity of the bicycle among all classes of the community, Mr. Dennis' future prosperity seems assured beyond the peradventure of a doubt. Catalogue, price list, and all information pertaining to special terms, etc., will be mailed or given free upon application at his bicycle repository, No. 254 Allen Street.

**HENRY EATON**, General Real Estate Agent and Broker, No. 30 White Building. The enormous development of the real estate market in the city of Buffalo, is one of the most positive indications of its solid prosperity, as its reality is being more than ever sought after as a remunerative and absolutely safe method of investment. The high character which these investments have attained reflects great credit upon our real estate agents who are manifesting a public spirited interest in the future welfare of the community. Among the number well worthy of more than passing mention is Mr. Henry Eaton, whose office is at No. 30 White Building. This gentleman is a native of Erie County, a young man and a resident of this city a number of years, having been engaged formerly in a department of the coöperage business, which he relinquished, and acquiring some real estate he established himself in this business in 1889, and during the intervening period has developed a very large and influential patronage, which includes a number of our prominent investors and property owners. His office is centrally located, neatly and appropriately fitted up with every convenience for the successful transaction of business. He is prepared to buy, sell, exchange, and let all kinds of city and suburban improved and unimproved real estate, and at all times has a large list of desirable properties on his books for sale, exchange, to lease or let, upon the most advantageous terms. Possessing an intimate knowledge of properties in all portions of the city and vicinity, and conservative in his views, his judgment as to present and prospective values is of great importance to investors and can be safely relied upon. He also takes full charge and management of estates, secures responsible tenants, collects rents, pays taxes and assessments, and effects repairs and improvements in the most judicious and economical manner. Loans are also negotiated on bond and mortgages promptly and satisfactorily to all parties. Mr. Eaton is an active, enterprising and popular gentleman, highly esteemed in social and financial circles and a most public spirited citizen.

**T. B. STALEY**, Dealer in Fine Shoes, No. 546 Main Street.—A noteworthy and excellent Main Street footwear emporium is the spacious and well appointed store of T. B. Staley, centrally situated on the pleasant thoroughfare mentioned at No. 546, two doors above Huron Street. This is one of the finest and foremost establishments of the kind indicated in Buffalo, and has an extensive family patronage, the trade being largely of a permanent character. Every pair sold here are warranted as to style, workmanship, and material, while fine shoes are made to order likewise in the very best manner, at short notice, fine work being a specialty, and patrons are assured of getting perfect fit as well as a first class article at lowest figures in the deservedly popular emporium. The store, which is 85x25 feet, is neatly appointed and well arranged, and several courteous salesmen are in attendance. A very large and complete assortment is constantly carried in stock and includes ladies', misses', gentlemen's, youths', boys', and children's fine shoes, in all sizes, widths, shapes and varieties, both in finest and medium grades; also a fine line of slippers and rubbers. Mr. Staley, the proprietor, is a gentleman in the full prime of life and a native of Erie County. He is a man of entire reliability in his dealings, active, energetic, and devoted to his business, and well merits the substantial share of public favor he enjoys. He has been established about twenty-three years, and was formerly located at No. 480 Main Street, moving to the present quarters in May 1890.

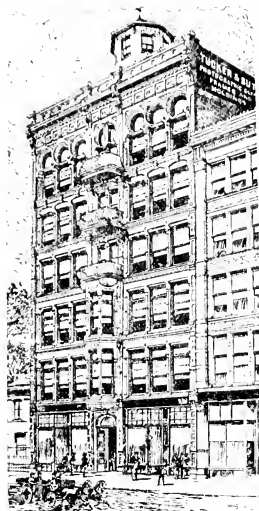
**M. LEO & GEORGE L. RITT**, Real Estate and Insurance, No. 538 Main Street.—Owing to its stability no class of financial investment in any progressive community offers such safe and substantial returns as realty, as it is the last commercial element to be affected by general depression, and the first to be enhanced by indications of a revival of business prosperity. It is for this reason that the shrewd and sagacious everywhere pin their faith to real estate, in preference to any other form of speculation. One of the most reliable real estate and insurance firms in Buffalo, is that of Messrs. M. Leo & George L. Ritt, whose offices are located at No. 538 Main Street. This business was established thirty-one years by Mr. M. Leo Ritt, who eventually admitted his son, Mr. George L. Ritt, into partnership. They transact a general real estate business, buying, selling, renting, and exchanging houses and

property, negotiating loans on bond and mortgage, managing estates and making investments. They are recognized authorities as regards present and prospective values of realty in Buffalo and its vicinity, and number among their permanent patrons many solid citizens and wealthy property owners. They are directors in the Peoples' Land Company, and Black Rock & Belt Line Land Company, and have lots for sale at low prices in these companies' subdivisions. Messrs. M. Leo & George L. Ritt, also conduct a general Fire Insurance Company, and are local agents for the Milwaukee Mechanics' Fire Insurance Company. As practical underwriters they offer superior advantages to the public in low rates and liberally drawn policies, while all losses sustained are equitably adjusted, and promptly paid through this agency. Both Messrs. M. Leo and George L. Ritt are natives of Buffalo, where they are highly esteemed by the community for their ability, promptness and integrity. The charges of this firm are always fair and reasonable, and no one in this line is more worthy of enduring success.

**STANDARD CYCLE COMPANY**, Bicycles, Cycle Sundries, and Merritt and O'Dell Typewriters, No. 588 Main Street.—During the past decade cycles have come into very general use, both for business and pleasure purposes; and typewriters become important and indispensable adjuncts to every well regulated business office, and as a consequence the demand for these machines is active and brisk. The trade is controlled by men of enterprise and capital and conducted on a large scale, the leading representative house in this city being that of the Standard Cycle Co., whose office and sales-room is at No. 588 Main Street. This concern was incorporated in 1880 with a capital of \$8,000, and has since continued to do a large, wide-spread, wholesale and retail trade, handling and dealing in bicycles, tricycles, and safeties made by the most distinguished manufacturers in this country and England, and also cycle sundries, and the celebrated Merritt and O'Dell typewriters, which are pronounced the best among the many low-priced machines on the market. The spacious, commodious sales-room is 22x35 feet in dimensions, and is neatly and tastefully fitted-up in handsome style, and a full stock of cycles of every description, and Merritt and O'Dell typewriters are kept on sale, and the company can offer the very best inducements to buyers. The business of the company is not confined to the city, but extends to all parts of the United States, and is steadily growing and increasing in magnitude. Mr. H. C. Martin, the president of the company, is a live, wide awake, active business man, well and favorably known in this city and very popular. He has had a long, valuable experience previous to locating in Buffalo. Mr. O. F. Thomas, the secretary and treasurer, is also well and favorably known in this city, and under their able direction and management the affairs of the company are flourishing and prosperous.

**WHITE & FISH**, Real Estate and Loan Brokers, No. 56 Niagara Street.—A prominent and representative Buffalo real estate firm is that of White & Fish, whose office is located on the second floor of No. 56 Niagara Street. They are general brokers in realty and loans, and have a substantial and influential business connection, numbering in their extensive clientele many of our wealthiest property owners and staunchest citizens. This well and favorably known agency was established close upon twenty years ago by Geo. I. White, who conducted the business alone up to 1883, when he associated with him in partnership E. P. Fish, and under their joint management it has since been continued with increased success. They buy and sell on commission every description of real estate, both improved and unimproved, and have a number of choice building lots and choice residence property, which are offered at exceptionally favorable terms, either for cash or on time payments. They are prepared to assume management of estates likewise, while taxes are paid and title searches furnished. Notes, loans, and mortgages are negotiated also, and investments desirably placed, and persons having business transactions with this responsible firm are assured of finding the same of an entirely satisfactory character. Messrs. White and Fish, who are gentlemen of middle age and natives of this city, are men of the highest personal integrity, as well as of energy, sagacity, and thorough experience in the realm of realty, and are deservedly respected, alike in commercial circles and in private life.

**T**HE **Buffalo** Import and Supply, Nos. 4 and 39 Pearl Street, a magnificent establishment forming a feature in the commercial activity and enterprise of this thriving city. It has been the largest and most important part in a thriving business in the importation of Buffalo, a source of supply for the city. The building, Nos. 4 and 39 Pearl Street, is the oldest and largest in its line in this section of the state.



and its record covers a period of forty years. The business was originally founded in 1850 by Mr. David Allen, and in 1858 Mr. David Tucker succeeded to the control, admitting to partnership, two years later, Mr. Stephen B. Butts, who had long been a clerk in the establishment. Both gentlemen are natives of this state, Mr. Tucker coming from Erie County and Mr. Butts from Dutchess County. The former has resided in Buffalo since 1846, the latter since 1850, and they are most favorably as well as familiarly known to the community. The premises occupied are of spacious dimensions, handsomely appointed through out, and contain a very large systematic arrangement of photographic supplies of every description, also a full assortment of picture frames and mouldings. No big strictly reliable merchandise is handled, and all orders are promptly filled upon the most liberal terms. The trade supplied extends throughout western New York, Pennsylvania, and Ohio, it is of the most influential and permanent character, and all relations opened with this responsible house are sure to result profitably to all concerned.

**MATT WAGNER**, Wholesale Dealer in Imported Key West, and Domestic Cigars, Tobacco, Snuff, Pipes, and Smokers' Articles, Nos. 106 and 108 Pearl Street. This large and representative business was established in 1841 at No. 34 Elk Street by Mr. Matt Wagner, and from the start has secured one of the most extensive and influential patronages enjoyed by any house engaged in the same line of trade in western New York. In 1887, the constantly increasing trade and the ever growing demands created rendered it advisable to move the headquarters of the establishment

to a more central location. The Elk Street store has therefore been returned as a branch, the principal store being removed to the commodious and elegant quarters it now occupies at Nos. 106 and 108 Pearl Street. The business is a wholesale one, and the vast store rooms, devoted to the business, are replete with the finest selected brands of imported Key West, and domestic cigars, cut and pipe smoking and chewing tobacco, snuff, pipes, and smokers' goods. It has always been the aim of this house to maintain the quality of its goods up to the highest standard of excellence, and the success which has crowned its efforts is evidenced by the firm hold these goods have claimed on the public, to and the extensive demand created for them wherever introduced. This aim is to be found in every city, village, and hamlet of the part of New York, as well as in the neighboring states, and to be seen in each accompanied by a salesman, are constantly on the ready to bring of the various brands of the house. All orders are promptly filled and with the care most exact to the inevitable satisfaction of a liberal and their customers. Most moderate prices are charged, and the firm has acquired an enviable name for the low quality of its goods. In its retail department it is to be found full and complete. Lines of all that constitute the most fashionable smoker's outfit, and the staff of counters and selling assistants are in attendance on the patrons. Mr. Wagner is a native of Germany and has resided in Buffalo since 1854. He was formerly connected with the grocery trade, from which he withdrew to devote his whole time and attention to his present line of business. He is prominently connected with the Catholic Mutual Beneficent Association, and is deservedly popular in business and social circles.

**V. A. HOFFMAN**, Wholesale and Retail Dealer in Oysters and Clams, Nos. 204 and 206 East Genesee Street. A business that has assumed extensive proportions in this city during the past dozen years or so is that of Mr. V. A. Hoffman, wholesale and retail dealer in oysters and clams, at Nos. 204 and 206 East Genesee Street, where at all times during the season can be found a most complete stock of the choicest varieties of sea food. Both a wholesale and retail trade is supplied, the lowest market prices prevail, and orders are delivered free of charge to any part of the city. Mr. Hoffman, who has been a resident of this city thirty five years, is a native of Germany. He began business on his own account twenty five years ago by opening a saloon and restaurant, and his career in business has been one of continuous success, the result of his early acquisition and retention of the confidence of the public by his honorable business methods and energy. The two buildings occupied by him now he put up himself. The two stories and basements have each an area of 24x50 feet, and during the busy season in winter, six experienced employees are kept constantly busy attending to the wants of his numerous patrons. Mr. Hoffman, who is a gentleman of middle age, is in every respect one of the city's representative merchants and citizens. He stands high as a Mason and Odd Fellow, and is an active member in several other benevolent organizations. He fills the position of secretary to the Buffalo Cooperative Reading Club, most acceptably, and is respected and highly esteemed in both social and commercial circles.

**JACOB GRADING**, Dealer in Groceries and Provisions, Choice Teas, Coffee, Spices, Cigars, Etc., No. 118 Genesee Street. Probably few articles that enter into daily consumption are so hard to obtain of purity and good quality as are groceries and provisions. In all large cities, there are establishments whose reputation for selling only pure and superior goods is well known, and at the same time others equally notorious for opposite characteristics. Among the best known of the first class, no concern in Buffalo has a better reputation than that of Mr. Jacob Grading, No. 118 Genesee Street. This house was established in 1858 by Mr. Fred Grading, who in 1887 retired from the business in favor of his son the present proprietor. He carries a large and valuable stock of staple and fancy groceries and provisions of all kinds. Mr. Grading makes a specialty of choice teas, coffees, and spices, and likewise deals in hermetically sealed goods in tin and glass, also canned salmon, tinned and domestic delicacies, butter, cheese, eggs, cigars, and everything pertaining to this line of trade. A special feature is also made of flour and feed, which are kept in ample quantities and at lowest prices. Mr. Grading is greatly respected in mercantile circles for his strict integrity, enjoys the confidence and esteem of all with whom he has dealings, and is regarded as a most influential citizen and merchant.

**F**RANK P. BOECHAT, Real Estate, Insurance and Loans Negotiated, Room 13, No. 16 West Swan Street.—The enormous development of the Buffalo real estate market is one of the best indications of the solid prosperity of the city, desirable property being more than ever before sought after as a remunerative and absolutely safe investment and as a consequence business is active and brisk. One of the most active among those prominently identified in this activity is Mr. Frank P. Boechat, a live, wide-awake, active young man, experienced and practical, well known in this city, where he was born. Mr. Boechat commenced his business career as a real estate and insurance agent in 1886, and two years ago secured, and has since occupied, the very desirable office, Room 13, in the building No. 16 West Swan Street. During his career he has been conspicuous in many important transactions, and has won the confidence and esteem of all having dealings with him. He makes a special business of buying and selling, and exchanging houses, lands, building sites, farm and city and suburban property generally, and has a number of very centrally located building lots to sell on a method involving payments by monthly instalments, which are well worthy the attention of investors. Mr. Boechat also places insurance in any of the time-tried, strong, solid companies, at the lowest rates of premium and fully guarantees the best satisfaction to all having dealings with him. He sustains a high reputation in this community and among his patrons numbers many of the leading capitalists, manufacturers, and property owners in this city and country.

**C.** STURM, Brass Founder and Finisher, No. 33 East Huron Street.—A well known and prominent establishment in this line of industry, is that conducted by Mr. Sturm, practical brass founder and finisher. Mr. Sturm, was born in Germany and migrated to this country in 1854, where he has long been identified with the brass trade, in which he is an acknowledged expert. He primarily engaged in business for himself in Buffalo in 1878, and from the outset he has enjoyed a large and influential trade connection. Until 1886, the enterprise was conducted at the Terrace, whence it was transferred to its present location, No. 33 East Huron Street, between Washington and Elliott Streets. The establishment here is thoroughly equipped with all the newest and most improved machinery, which is operated by steam power, two melting furnaces, etc., while constant employment is afforded a force of six skilled and efficient workmen. Mr. Sturm manufactures a large and comprehensive line of brass work, and all kinds of composition, brass, German silver, and zinc castings; also attends to every description of brass and iron finishing, making a specialty of the repairing of steam gauges and soda fountains. He also manufactures all kinds of brass and nickel plated rails for stairs and bar rooms, etc. He is prepared to execute all kinds of work in these lines with promptitude, and he justly prides himself upon the accuracy and superior excellence of all the work emanating from his establishment. Estimates are duly furnished, and contracts entered into and completed in the most satisfactory manner.

**L**EROY S. OATMAN & CO., Wholesale Produce and Commission Merchants, No. 88 West Market Street.—This house was established in 1880 by Mr. LeRoy S. Oatman, who, in 1887, took into partnership Mr. Edgar F. Towns. The same premises, at No. 88 West Market Street, have been occupied from the first. These premises comprise an entire three-story brick building, having a frontage of 28 feet, and are supplied with all necessary facilities for rapid handling of extensive orders and the prompt fulfillment of all demands. Cold storage for the preservation in the freshest state of choice and perishable goods is amply provided, and in their warehouse are ripening rooms where fruits are ripened that it is found necessary to ship to this market in a green state in order to better preserve their freshness and flavor in the long journey from their sources of production. The firm are in daily receipt of large consignments of all kinds from the producers of the surrounding districts, as well as from the far west, and from Tennessee, Georgia, Mississippi, southern Illinois, Delaware, and no house in the city covers a wider territory in its operations. Its trade reaches to all parts of the Union and of Canada, while it is particularly large and influential in the markets of this city. The splendid facilities and abundant resources of the house make it a power in the markets of the country. During the ten years it has been in existence, the un-

creasing activity and wise management of its members have established for this firm innumerable and influential connections in all parts of the country and abroad, enabling them to discharge their obligations with satisfaction to the buyer and profit to the shipper. Their stores are constantly filled to overflowing with complete stock in all lines, received direct from the best producing districts, comprising butter, cheese, eggs, poultry, game, potatoes, and all other vegetables. Fruits, both domestic and foreign, are a specialty, and here are constantly to be found the choicest apples, peaches, pears, berries, grapes, oranges, lemons, bananas, dates, figs, etc., in season. The long experience of both members of the firm upon this market, their large personal acquaintance with buyers who frequent it, and the great facilities for proper disposal of goods are all a guarantee that any consignment to Messrs. Oatman & Co. will be promptly and satisfactorily placed. Both partners are natives of this state, and have been identified with the commercial and municipal interests of Buffalo for many years. They are members of the Buffalo Produce Exchange and of the Merchants' Exchange, and occupy a proud position in social and business circles, obtained by honor, integrity, and ability. Mr. Oatman is probably the most widely known man in Buffalo and the adjoining counties, and for three years held the honorable position of president of the Produce Exchange, which office he filled with the greatest satisfaction to the members of that flourishing association. He is a veteran of the late war, having served in the 116th Regiment from 1862 until his honorable discharge at its close. Both Mr. Oatman and Mr. Towns are extremely popular with all classes of the community.

**F.** C. LOH, Dealer in Fresh and Salt Meats, Nos. 23 and 25 Elk Street Market.—Few, if indeed any, among the butchers doing business in Elk Street Market, are better known or enjoy a larger patronage than F. C. Loh, located at Stalls Nos. 23 and 25. He has been established since 1870, and during the twenty years interim, has been steadily increasing his hold on popular favor, building up a very prosperous trade. Handling nothing but reliable, first class meats, courteous and attentive to purchasers, and withal extremely moderate in his prices, it is only in the nature of things that Mr. Loh should have attained the success that has attended his well directed efforts. The quarters occupied in the market are compact, ample, and neatly kept, the proprietor himself being in attendance daily, while several polite assistants are employed. A large and choice stock is always carried on hand and includes prime city dressed beef, veal, mutton, lamb, and pork; fine corned and dried beef, select hams, bacon, sausages, lard, etc. Weight and quality are guaranteed in every instance, and goods are delivered free of charge to any part of the city, two wagons serving customers, while all orders receive prompt attention. Mr. Loh, who is of German birth, but a resident of Buffalo since boyhood, is a gentleman of pleasing manners and strict integrity in his dealings, as well as a man of energy and thorough business experience, and is an active member of the Empire Order, Butchers' Association, and German Young Men's Association.

**Q**UEEN CITY CLEANING AND DYEING ESTABLISHMENT. E. Wesselsmann, Proprietor, No. 6 E. Huron Street.—Mr. F. Wesselsmann, the proprietor of the Queen City Cleaning and Dyeing Establishment, is a gentleman of unusually fine talents, excellent judgment, correct taste, and superior executive abilities, and commenced business at above location in June last. His dyeing establishment is situated on Clinton Street, and convenient to all the main arteries of travel. Steam cleaning, dyeing, and in fact all branches of the business, are carried on in his establishment in the very best style of the trade. Every description of dry goods and wearing apparel is cleaned to look equal to new, dyed and refinished by the wet or dry process. Curtains and linens are a specialty, and the concern is patronized by the best people of the city. Carpets are cleaned skilfully and promptly, and a large business is done in this branch of the business. Mr. Wesselsmann is a native of Germany, and has resided in this city for the past four years. He is a practical dyer of many years' experience, and his establishment is equipped with every convenience and appliance for the prosecution of the business, while his charges are very moderate. Mr. Wesselsmann is highly respected and esteemed for his many excellent qualities, and personally he has made hosts of friends in consequence of his kind and courteous manners and strict probity.



**THOS. & GEO. SPAVEN**, Grain Commission Merchants, No. 46 Board of Trade.—Considered as a factor in commerce, the importance of the grain traffic here in Buffalo can hardly be overestimated. The amount of barley alone handled in and shipped from this city annually is something enormous, while the trade grows apace with years. Among the firms of note contributing to the sum of activity in the line indicated, few are more widely or more favorably known than that of Thos. & Geo. Spaven, whose office is located at Room No. 46 Board of Trade Building. They are general grain commission merchants, making a leading specialty of barley, and have an extensive and very substantial business connection. Consignments are received from various points in Canada and the northwestern states, and shipments are made to all the eastern cities, the firm selling, on order, to dealers, maltsters, and brewers. This solid and responsible house was established some four years ago by Spaven & Benzig, who conducted it up to 1889, when the firm name changed to Thos. & Geo. Spaven, the latter who is now in Europe, forming business connections with maltsters, brewers, and grain houses, and as such the business has since been carried on with increased success. The Messrs. Spaven, who are brothers, are gentlemen in the prime of life, and Canadians by birth, where they conducted a grain trade successfully for fifteen years. They are men of energy and enterprise, thoroughly conversant with the trade, as well of entire reliability in their dealings, and are active members of the Merchants' Exchange. Their house is conducted on sound and conservative principles, and its management characterized by sagacity and equitable methods, while all orders placed here are certain to be executed in the most expeditious and trustworthy manner; and relations once entered into with these gentlemen invariably lead to an enduring business connection.

**MOORE & HUBBARD DRUG COMPANY**, Nos 363 and 365 Washington Street.—This business was established in 1880 by Harris & Bull, who conducted it till 1886, when it was duly incorporated under the laws of New York with a paid up capital of \$50,000, and its trade now extends throughout all sections of New York and Pennsylvania. The following gentlemen, who are widely known and highly esteemed in Buffalo's business circles for their integrity, skill, and enterprise, are the officers, namely: Charles Hubbard, president; J. B. Moore, vice president; F. S. Hubbard, secretary and treasurer. The premises occupied comprise a spacious four story building 40x100 feet in area, fully equipped with every convenience and facility for the systematic and successful conduct of the business. Here thirty persons are employed, and the company manufactures largely fluid extracts, elixirs, chemicals of all kinds, and a general line of pharmaceutical preparations. Any specialty bearing this company's name and stamp is invariably accepted by the profession as a genuine article, possessing all the qualities claimed for it by the manufacturers. The company's goods are unrivalled for quality, purity, and uniform excellence, and have no superiors in this country, while the prices quoted in all cases are extremely moderate. Messrs. Moore and Hubbard have also an extensive wholesale drug establishment at No. 327 South Salina street, Syracuse, N. Y., where they employ fifty persons. Mr. Chas. Hubbard and Mr. J. B. Moore are residents of Syracuse, and the business in Buffalo is controlled by Mr. F. S. Hubbard, Mr. Chas. H. Hubbard is a member of the Syracuse Water Board, a director of the Salt Springs National Bank president of the Round Soland Park Association, and president of the Syracuse Business Men's Association and Exchange. Mr. F. S. Hubbard is a son of Mr. Chas. H. Hubbard, and is a popular member of the National Wholesale Druggists' Association.

**F. P. VANDERBERGH**, Chemist, Lewis Block.—What discovery, invention, and improved methods, the advance made in the direction above indicated is one of the notable features that mark this progressive age in which we live. And in connection with the subject under review, it may be here remarked that Buffalo boasts some eminent chemists, prominent among the others being Dr. F. P. Vanderbergh, whose office and well equipped laboratory are located in Lewis Block. This gentleman is an analytical and consulting chemist of exceptional skill and ability, with a wide and well deserved reputation as an expert, and has long stood at the head of his profession. Dr. Vanderbergh, who is official

chemist to the city of Buffalo, is a pleasant mannered gentleman in the prime of life. He is a thoroughly practical and expert all-round chemist of ample experience, and has been highly successful, having an extensive and flattering business connection throughout western New York and the entire state. Dr. Vanderbergh, who is professor of chemistry in the University of Buffalo, occupies commodious and completely appointed quarters in the Lewis Block, having at hand all the latest improved apparatus, appliances, and general appurtenances, as well as an extensive library of standard works on matters pertaining to the realm of chemistry, and has three competent assistants. He is prepared to make assays of minerals and mineral products; to make analysis of food products, drugs, chemicals, and kindred articles, and, in a word, gives personal attention to everything pertaining to applied chemistry.

**EDWARD R. RICE**, Jobber of Rubber Boots and Shoes Exclusively, Nos. 100 and 102 Pearl Street.—Edward R. Rice, one of our progressive young business men, came to Buffalo in the spring of 1887, and established the present business, being, with one exception, the only house between New York and Chicago devoted exclusively to the sale of rubber boots and shoes. The business has been a successful one, starting in a small way and gradually growing to its present proportions, occupying to-day the large war-house Nos. 100 and 102 Pearl Street, and requiring some ten travelling men during the busy season. While Mr. Rice has had a thorough business experience, having been in every department of the boot and shoe business, yet he says that no small part of his success is due to the fact that he selected the goods of the Woonsocket Rubber Company to handle in this market. The Woonsocket Rubber Company is one of the largest and most ably conducted corporations in the United States devoted to the manufacture of rubber boots and shoes. This company until recently have had two large factories, one at Woonsocket, R. I., and the other at Millville, Mass., the one at Millville being the largest mill in the world devoted exclusively to the manufacture of rubber boots, yet so great has become the demand for Woonsocket goods that the Woonsocket Rubber Company have just completed the new "Alice" mill at Woonsocket, R. I., having a capacity of 30,000 pairs a day. The product is made from the choicest Para rubber, and the most approved scientific and mechanical processes are followed. Mr. Rice carries a complete line of the Woonsocket boots and shoes, and says that for style, fit, and durability they are equal to any goods on the market. Being an exclusive dealer, Mr. Rice says it enables him to give his customers new styles, fresh goods, and prompt shipments.

**STARK & NOLEN**, Tents, Awnings, Etc., No. 305 Main Street.—Messrs. Stark & Nolen have been established since January of the present year, and the unequivocal success that has attended their efforts from the start amply attests the wisdom that inspired the venture, to say nothing of the excellence of their productions. The work turned out here is of a very superior character, manufacturing everything that can be made from canvas, bunting, etc.; and the trade of the firm, which is both wholesale and retail, affords evidence of constant increase. They occupy commodious quarters, employing some half a dozen expert hands, and keep in stock always a large and fine assortment, which includes, besides tents, awnings, flags, banners, etc., in quite a variety, also water-proof horse and wagon covers, haumocks, stock covers, canopies, bunting, manila rope, twines, cots, camp chairs, feed bags, duck and awning stripes of all sizes and widths. Store and window awnings, flags, banners, and canvas goods generally are made to order in the most expeditious manner, at very moderate prices; steam pipes and boilers are covered; awnings are taken down, cleaned, repaired, and stored at short notice, all work done being warranted first-class; while chairs, floor crash, and canopies are furnished for weddings, balls, and parties at reasonable rates, and satisfaction is guaranteed in every instance, all orders by mail or otherwise receiving prompt attention. Messrs. W. A. Stark and Geo. A. Nolan, the proprietors, are gentlemen in the prime of life, and natives respectively of Buffalo and Rochester. They are both men of practical skill and ample experience in their art, as well as of push and enterprise, thoroughly conversant with every detail of the business, and, unless all signs fail, their popularity and prosperity are bound to endure.

**B**UFFALO AND MEDINA CUT STONE COMPANY. Corner Eagle and Pearl Streets. The numerous large buildings erected in Buffalo and its vicinity during the last few years has greatly developed the stone cutting trade. In this connection, special reference is made in this commercial review to the progress, speed and reliable Buffalo and Medina Cut Stone Company, contractors and dealers in all kinds of cut stone, whose office is located in Knecht Hall, corner Eagle and Pearl Streets. This company's yard, which is fully equipped with every facility and convenience, is situated at the foot of Maryland Street, on the Erie Canal. Here boats can unload into the yard. This company was incorporated in 1888, under the laws of New York, with a paid up capital of \$30,000, and its trade now extends throughout all sections of western New York and northwestern Pennsylvania. Forty men are employed in the yard cutting stone, and fifteen outside. The Buffalo and Medina Cut Stone Company supplied the stone for the following first class buildings, viz: Jewish Temple, St. Patrick's Church and Monastery, Baptist Building, Main Street; George Building, Main Street; and numbers of others in all sections of Buffalo and the adjacent cities. Their cut stone is highly endorsed by architects and contractors, and has no superior in this country, while the prices quoted for all work are extremely reasonable. The following gentlemen, who are widely known in business circles for their integrity and energy, are the executive officers, viz: Chas. E. Willhous, president; C. A. Gorman, vice president; Frank L. Rapst, secretary; F. B. McNaughton, treasurer; Henry H. Nash, general manager. The company prompt in filling orders, and guarantees complete satisfaction to patrons.

**F. W. DOMEDON,** Real Estate and Insurance, No. 46 Broad way. This gentleman has been engaged in the sphere of activity indicated for the past six years, moving his place of business from 424 Main Street to the present location in November last, and from the first he has been steadily winning his way to favor and recognition, numbering in his clientele some of the staunchest citizens in the community. Mr. Domedon conducts a general real estate and insurance agency, buying and selling, on commission, every description of real and salubrious property; also leasing and exchanging, and gives personal attention also to the collection of rents and the management of estates. Money is loaned on realty, and mortgages negotiated likewise, while investments are desirably placed, and conveyed among carefully attended to, and title searches being furnished at short notice. Risks are effected in first class fire companies in like manner, at lowest rates. Mr. Domedon, who represents the Milwaukee Mechanics Ins. Co. the Transatlantic, of Hamburg, the Queen, of England, and other equally responsible associations, enjoying exceptional facilities for placing bargains; and all business entrusted to him is certain to be capably and judiciously handled. Mr. Domedon is a gentleman in the prime of life and a native of this city. He is a man of the highest personal integrity, as well as energy and thorough business experience, and is secretary of the United German and French R. C. Cemetery Association.

**WILHELM & BONNER** Patent Solicitors No. 241 Main Street. Manufacturing interests rely largely for protection against ruinous competition upon patents, and many millions of dollars are every year invested in enterprises which would not be undertaken without patent protection. The value of patents depends largely upon the skill with which their specifications and claims are drawn, and a thorough knowledge of mechanics and the industrial arts is as indispensable to the treatment of patent matters as a knowledge of patent law. Messrs. Wilhelm and Bonner, the leading patent solicitors, have established an enviable reputation by a long and successful practice, being the proprietors of a business which was established nearly forty years ago and with which the present members of the firm have been connected over twenty years. Their clientele extends throughout a large part of the United States, and they also represent many known patent interests. Mr. Wilhelm is a patent expert who is frequently called upon to testify in the courts in patent causes, and Mr. Bonner is a lawyer and patent solicitor who gives his personal attention to the business of soliciting patents at the Buffalo office, which is located in the Wood Block at No. 241 Main Street. For the convenience of their clients in the central and eastern parts of the state, Messrs. Wilhelm and Bonner have a branch office at Syracuse, N. Y.

**B**UFFALO CAST IRON PIPE CO. No. 250 Exchange street. This enterprise was originally established by Messrs. Bush and Hayes in 1867, and so continued for the succeeding seventeen years, when, in 1884, the concern became an incorporated company, the executive officers being Mr. George W. Miller, president, and George H. Hayes, secretary. The subsequent prosperity of the company is well deserved, and these officers are to be congratulated upon the successful outcome of their enterprise under corporate rules. The foundry is conceded to be one of the best of the kind in the state, thoroughly overhauled and equipped with the latest improved machinery and appliances. The works have a capacity of 2,500 tons of pipe per month of all standard sizes, from two inches to thirty six inches in diameter. There are ten cupolas, melting 300 tons of iron per month, and some two hundred skilled hands are given constant employment. All pipes are cast vertically in dry sand, and are carefully tested to 300 lbs. hydraulic pressure. Sizes from 2 to 42 inches are always kept in stock, while main pipe up to 36 inches is contracted for to stand any pressure up to 300 pounds. The company also manufacture special castings for all water and gas supply purposes, also the best quality of flange pipe. Both Messrs. Miller and Hayes are natives of Buffalo, and recognized expert authorities in the iron trade. The characteristics which regulate their business policy are such as entitle them to general respect and consideration, while the great extent of the operations of the company renders it a leading representative in the line.

**W. W. ROSE,** Merchandise Broker, No. 257 Washington Street. Among that active class of business men in this city, the merchandise brokers, there are probably none so well or popularly known as Mr. W. W. Rose, whose office is at No. 257 Washington Street, Room No. 57 in the Coal and Iron Exchange. He has had a long valuable experience in the business, buying and selling merchandise, and commands a large, influential trade in this city and surrounding sections. While he handles merchandise of all kinds, he makes a specialty of all that class of goods coming under the generic head of groceries and represents many of the leading importers in the standard cities and manufactures throughout the country. Mr. Rose is a thorough, reliable, upright business man, and fills orders promptly and correctly on short notice, and can always supply the very choicest and best teas and coffees, canned goods, fruits of both foreign and home productions, and, therefore, in fact, everything in the way of groceries. In his office a fine display is made of samples of syrups, sugars, molasses, teas, coffees, and grocers' supplies, and as he can quote the very lowest prices, business is always active and brisk. Mr. Rose, who was born in Pennsylvania, has been in Buffalo for some years. He is favorably known in commercial and financial circles, and sustains a high reputation in this community. Mr. Rose fills orders current from the importers and in manufacturers, and fully guarantees all goods sold by him to be strictly as represented.

**CONNET CYCLE COMPANY,** Manufacturers of the "Connet" Cycles, Fittings, and Sundries of Every Description, C. C. Prase Manager, No. 175 Washington Street. The leading depot for high grade cycles and accessories in Buffalo is by general assent the establishment of the "Connet" Cycle Company, who are manufacturers of the newly famed "Connet," the "Connet" safety fittings and handle-articles, and their productions are in wide and growing demand throughout the country, owing to the uniformly high standard at which the same are maintained, being unsurpassed by anything of the kind yet introduced to notice. From the inception of the enterprise, the venture has been a signal success, the business growing apace until it has assumed substantial proportions. The quarters occupied at No. 175 Washington Street are roomy and ample, with complete facilities, the works, in which a number of expert mechanics are employed, being located at Fort auto, but are to be moved to Buffalo in September next. Every article sold in this establishment is fully warranted, and all work done is guaranteed to render satisfaction, jobbing being a specialty, and the prices prevailing are always of the most reasonable character, workmanship and material considered. Mr. Prase, the efficient manager here, is a gentleman in the prime of life, and a man of practical skill and experience, thoroughly conversant with the business.

**THE BRAINARD HOUSE**, Directly Opposite the Stock Yards, W. C. Brainard & Son, Proprietors.—Perhaps no feature of progress in this country furnishes a better criterion of the general business activity prevailing in any community than the hotel accommodations there existing. In this respect, Buffalo keeps pace with progress, as becomes a great transportation and industrial centre, the character of her leading hotels bearing favorable comparison with those of any city in the Union. Among the best known and most popular hostleries in East Buffalo, ranks unquestionably the Brainard House, located directly opposite the Stock Yards, and of which Messrs. W. C. Brainard & Son are the genial and enterprising proprietors. In everything that goes to constitute a first-class hotel, the "Brainard" stands par excellence in this neighborhood. The cuisine is everything that could be desired, the attendance is excellent, and the general accommodations, management, etc., all as the large and discriminating patronage this deservedly prosperous house amply attests. The building is of a highly substantial character, three stories in height, 75x100 feet in dimensions, and fitted and furnished throughout with a view to combining the comforts of the home with the varied luxury of the hotel, while rates are exceptionally reasonable,—charges per room ranging from \$1.50 upwards. An immense stable is likewise run in connection with the hotel, stall accommodation being provided for no less than 400 horses, Mr. Brainard having recently erected a barn at a cost of \$15,000. The proximity of the house to the stock yards has made it a favorite rendezvous for the leading cattle dealers of the country, and many of the largest transactions in stock have been discussed and brought to a mutually satisfactory issue at this popular caravansary. Mr. Brainard is a native of Buffalo, and one of her best known hotel-men. For the past few years he has been aided in the task of successfully catering to the wants of his numerous patrons by his son. To the transient stranger or the permanent resident, this house commends itself as one that in all matters pertaining to creature comforts, or the satisfaction of the "inner man," will never be found wanting.

**THOS. TINDLE & CO.**, Dealers in Shack, Cooperage Stock; Office and Warehouse, Nos. 1318 to 1328 Niagara Street.—The activity which characterizes the Buffalo commission trade is largely due to the energy and enterprise of the leading representative merchants in each line, prominent among the number being Messrs. Thos. Tindle & Co., dealers in shack cooperage stock, whose office and warehouse are located at Nos. 1318 to 1328 Niagara Street. This house has been in successful operation for a period of twelve years, and has always commanded a liberal and influential patronage. The firm does a business which already amounts to a half million dollars annually and is steadily increasing under enterprising and reliable management. Messrs. Tindle & Co. own the buildings and grounds occupied for the business, which cover an area of 300x150 feet, and are largely interested in mills in Michigan. They command all the advantages naturally accumulated by long years of identification with a special line of trade, and are in a position to render the most valuable service to such as commit their interests to the care of this house. With a wide acquaintance among buyers, and a thorough knowledge of all the wants and requirements of the commission interest, the partners are recognized as among the most efficient trade representatives in Buffalo. This firm handles sugar and flour barrel staves, hoops, and heading; cement, salt, and apple barrel stock, hoop nails, and staples. Liberal advances are made on consignments when desired, and quick sales and prompt returns are invariably assured. The house is responsible in every way, and none in this line is so well prepared for taking proper care of its extensive and still growing interests. Orders by telephone No. 329 A, by telegraph, or mail, receive immediate and careful attention, and the interests of patrons are carefully watched and intelligently promoted in all cases. The members of this responsible firm are Messrs. Thos. Tindle and W. K. Jackson. Mr. Tindle is a native of England, while Mr. Jackson was born in this city, and both are useful, public-spirited citizens, and solid, substantial, and successful business men.

**HOOD BROS.**, Manufacturing Confectioners, No. 296 Connecticut Street.—Among the prosperous and thriving houses at the west end is that of Messrs. Hood Bros., manufacturing confectioners, No. 296 Connecticut Street. It was established five years ago by Messrs. G. G. and R. A. Hood, the present partners, and in the premises still occupied by them. These latter

comprise a commodious store, 100x35 feet in area, together with basement. The store is light and cheerful, handsomely furnished and fitted up, and well adapted to the proper preservation in all their freshness of the fine goods it contains, as well as for their elegant display. The basement is devoted to the manufacturing purposes of the firm, and are thoroughly equipped with the most perfected and latest improved utensils and machinery known to the trade. A large modern oven, constructed according to the best principles and the most scientific rules, is here constructed. The goods manufactured consist of fine confectionery of all kinds, a specialty being made of penny goods, in which a large trade is done. Home made bread, pastry, cakes, etc., are baked on the premises, in all of these confections only the purest and best materials being employed. Eight skilled assistants are employed as bakers, clerks, etc. A general wholesale and retail trade, which covers the entire city, has been built up, and few houses in this line enjoy a better or more influential patronage. All orders receive prompt execution, and goods are delivered to any part of the city free of charge. Ice cream parlors are also a feature of this establishment, where patrons can have their wants satisfied at all hours of the day. Both partners are natives of Canada, and have resided in Buffalo some ten years. They are active and enterprising, and by their pleasant and obliging ways have become very popular with all with whom they have dealings.

**R. FORSYTH & SON**, Wholesale and Retail Dealers in Boots, Shoes, and Rubbers, No. 57 Seneca Street.—Among the popular wholesale and retail boot and shoe houses in this city, that of Messrs. R. Forsyth & Son stands unquestionably in the front in its extent and character. It was originated by Mr. Robert Forsyth in 1853, who built up a flourishing trade, and sometime ago took his son, Mr. Wm. J. Forsyth, in partnership. The business has always been carried on in the immediate vicinity where it is now located, and since 1885 the premises No. 57 Seneca Street, comprising two floors and basement of a building 25x100 feet in dimensions, have been occupied. The establishment throughout is practically arranged, and in the salesroom a fine display is made of everything in the line of footwear for men, women, boys, misses, and children. The goods are in all the new, popular, fashionable styles, and include boots, shoes, gaiters, slippers, rubbers, tennis and baseball shoes, children's school and fancy shoes of every description. The firm has every facility for obtaining direct from the leading manufacturers the best goods and the newest styles, and can name the lowest prices. The business policy of this house is such as to entitle it to universal esteem and consideration, and the splendid substantial patronage it enjoys is an evidence of this fact. Mr. Robert Forsyth is from Scotland. He has been in Buffalo many years, and is very popular in business circles. His son and copartner was born in this city. He is practical in the trade, and popular with all having dealings with the house. The firm is always in advance of others in bringing out the new styles, and about the establishment there is always a scene of busy activity.

**LOUIS GARONO**, Manufacturer of and Dealer in Hardware, Stoves, Ranges, and House Furnishing Goods, No. 127 Broadway.—Mr. Louis Garono is one of the most popular business men in Buffalo. He founded his hardware business some twenty years ago, and in 1885 removed to his present very eligible premises No. 127 Broadway. Here he occupies a superior three-story and basement brick building, the store being handsomely fitted up and 39x100 feet in dimensions. He carries the finest and most complete assortment of hardware and house furnishing goods to be found in the city; also stoves, furnaces, ranges, etc., his stock being valued at upwards of several thousand dollars. He keeps everything in the line of builder's hardware, tools, machine and carriage bolts, lag-screws, hand-screws, cutlery, also a large assortment of locks, and in fact everything comprised in the departments of his business. The specialty of the house is repairing, roofing, spouting, etc. All work is guaranteed, and is unsurpassed for durability, finish, and excellence, while the charges are very moderate. Mr. Garono is a native of this city, and gives constant employment to several competent and thorough mechanics. Personally, he is one of Buffalo's most popular and enterprising business men of the highest commercial standing, and all of his dealings are ever based upon the strictest principles of mercantile honor.



**E**STABLISHED IN 1840, the business of Mr. J. M. Ross, proprietor of the Buffalo Book Store, is one of the oldest and most successful in the city. The store is located on the corner of Main and Second streets, and is one of the largest and most complete in the city. The proprietor, Mr. J. M. Ross, is a native of Buffalo, and has been engaged in the book business for over thirty years. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**G**EOFFREY L. HATHAWAY, Vice-President of the Buffalo Book Store, is a native of Buffalo, and has been engaged in the book business for over twenty years. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**A**NTHONY WINTER, Merchant Tailor, No. 22 W. Eagle Street. As an able and prominent exponent of this trade, we would call the attention of our readers to the establishment now conducted and managed by Mr. Anthony Winter at No. 22 West Eagle Street. This enterprise was originally conducted by Mr. J. M. Ross, who was a native of Buffalo, and has been engaged in the book business for over thirty years. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**J**OSEPH E. GAVIN, Wholesale and Retail Dealer in the Best Grades of Coal and Coke, Offices No. 18 West Swan Street and No. 125 Perry Street. Prominent among the merchants engaged in the handling of fuel in this city is Joseph E. Gavin, whose office and warehouse are now permanently located at No. 125 Perry Street, with offices also at No. 18 West Swan Street. He is a general wholesale and retail dealer in best grades of coal and coke, and his trade, which is of a substantial character, affords evidence of steady increase. Mr. Gavin, who is a native of Buffalo, is a man of energy and enterprise, thoroughly upright in his dealings, and is an active member of the Coal & Coke Association. He started in business in November, 1880, at the first Coal & Coke Exchange, located at the corner of Main and Second streets. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**H**OWARD WINSHIP, Real Estate and Insurance, No. 40 South Division Street. Prominent among those who have been closely identified with the growth and improvement of this section of the city is Mr. Howard Winship, the real estate and insurance broker of No. 40 South Division Street. This business was established some thirty years ago by Mr. Winship, the father of the present proprietor. In 1878 Mr. Winship died, after having lived a life of high merit and integrity, and was succeeded by his son, Mr. Howard Winship. He has been in the real estate and insurance business for over thirty years, and is a man of high character and high ability. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**T**HE LITHO ENGRAVING COMPANY, No. 13 West Eagle Street.—There is no profession more exacting in its demands, or which requires a more thorough training and natural talent and skill than that of furnishing designs for lithographed stationery. A gentleman who has acquired a desirable position and a high reputation in the excellence of his production of this description is Mr. George W. Schroeder, who is connected with the Litho Engraving Company, No. 13 W. Eagle Street. Mr. Schroeder, although young, has had a long, valuable experience in the business of lithographing, and is a man of high character and high ability. He is a man of high character and high ability, and his store is one of the most successful in the city. The store carries a large stock of books, including fiction, non-fiction, and reference works. It also carries a large stock of stationery, and is one of the best places in the city to buy books and stationery. The store is open from 10 o'clock in the morning to 6 o'clock in the evening, and is one of the most convenient places in the city to buy books and stationery.

**J. N. HALL**, Fine Groceries, No. 583 Niagara Street.—Among the well known grocers who make a specialty of choice articles in the way of family supplies, there are none more popular, or who carry a better assorted stock of goods, than Mr. J. N. Hall, who has had a long, valuable experience in the business, and for the past eight years has occupied his present premises. The store, which measures 25x50 feet, is neatly and tastefully fitted up and arranged, and presents an attractive appearance by the fine display of goods made therein. Mr. Hall caters to the very best class of trade and keeps in stock only the choicest goods obtainable, comprising new crop green and black teas, and fragrant coffees, pure spices, sugars, syrups, all the leading popular brands of family flour, canned goods, condiments, foreign and domestic fruits, a general assortment of imported and domestic delicacies, prime creamery and dairy butter, cheese, fresh eggs, and country produce of all kinds. The stock is new and fresh, and is being constantly replenished and kept up to a full standard. The goods are sold at the very lowest price and warranted to be strictly as represented. Five clerks are employed, and three wagons are utilized for making deliveries. Polite attention is paid to customers, and business is always lively and brisk. Mr. Hall, who was born in Saratoga County, this state, is a gentleman in middle life, and is very popular in this community. He is one of the leading grocers in this section of the city, and carries constantly a stock of goods from \$7,000 to \$10,000 in value. He is upright and fair in his dealings, and sustains a high reputation as a business man and citizen. The telephone call is No. 1033 A., and all orders receive prompt attention.

**JOHN WANNOP**, Sanitary Plumber, No. 113 Clinton Street.—In the mechanic arts there is no branch of more importance than sanitary plumbing and gas fitting. This work has to be performed in almost every house erected in our city, and for the health and comfort it is important that this part of the work of a building should be both carefully and well performed. Health, comfort, and happiness depend in a great measure upon how this work is performed, and too much care cannot be exercised in selecting those to be entrusted with such work. Among those who stand prominent and have gained a widespread reputation in this line of business, is Mr. John Wannop, No. 113 Clinton Street, who has had many years' experience in the business. This concern was founded in 1882 by the present proprietor, and has during that period gained a widespread reputation for care in the performance of his work and the manner in which it is performed. His business now demands the employment of seven skilled assistants, who are selected with care as to their ability and knowledge of the business. Mr. Wannop is a native of this city, and an active member of the Master Plumbers' Association, and by the diligent management of his work, he has become well and widely known as a master mechanic, and perhaps there is none more deserving of the name and success which he has achieved.

**MUSIC HALL RESTAURANT**, R. Blume, Proprietor, Main Street.—The popular and well known Music Hall Restaurant is one of the most prominent in the city of Buffalo, and is liberally patronized by an appreciative public. Mr. R. Blume, its genial proprietor, is a native of Germany and, in common with the majority of his compatriots possesses the happy tact of knowing what is required by the citizens, and fully understands how to cater to the appetite or most fastidious taste of each and every one of his numerous patrons. He succeeded to the proprietorship of this famous restaurant three years ago. The premises are fitted up in a most unexceptionable manner and made attractive, comfortable, cozy, and inviting by elegant surroundings in artistic woodwork, high art frescoing, mirrors, and kindred accessories. An ample area of 100x125 feet, affords every convenience for the purposes of the business; every attention is given to patrons by courteous assistants, and the rear portion of the restaurant is reserved exclusively for ladies. Mr. Blume is a liberal provider and serves, besides the substantial, all the various delicacies, game, poultry, oysters, canvas back ducks, terrapin, etc., when in season, at popular prices. In fact, all the marine, garden, and farm products of our own country and other nations are to be found here. As a summer evening resort the Music Hall Restaurant stands alone and unrivalled, the regular accommodation being augmented and enlivened by the strains of the brass and string band and the melody

of the vocal artist. A wine room is also connected with the restaurant, where may be obtained the choicest of wines and liquors and the most fragrant of cigars, both domestic and imported.

**PATTERSON & McWATTY**, Millinery, Art Materials and Novelties, No. 548 Main Street.—These gentlemen are thoroughgoing, active, enterprising young men, and during their business career have met with a pronounced success and secured a splendid permanent custom. Since March last they have occupied the large handsome store in which they are located. It is 35x100 feet and stocked to repletion with a full and complete assortment of millinery goods and novelties and fancy goods valued at from \$5 to \$7,000. The goods are all new and have been carefully selected expressly for a fastidious custom and include all the new beautiful fashionable designs in trimmed hats, bonnets, toques, etc., and a wonderful array of millinery goods, silks, ribbons, velvets, ruffles, laces, etc., and nets, hosiery, gloves, handkerchiefs, and ladies' furnishings, together with a full line of art materials and wool and worsted zephyrs, and novelties. Hats and bonnets are made to order on short notice, expert milliners being employed expressly for this purpose. Prices are governed by moderation and rare bargains are constantly being offered by the firm and new goods coming in, so that upon the counters something stylish, fashionable, and desirable may always be found to please the taste of even the most fastidious or critical.

**W. H. WRIGHT**, Fine Printing, No. 293 Washington Street.—A recently opened and reliable printing establishment in Buffalo is that of Mr. W. H. Wright, Jr., located at No. 293 Washington Street, occupying the second floor, and being fully equipped with all kinds of the latest and most improved printing machinery, including rotary and other presses, both large and small, operated by adequate electric power. While doing a large amount of all classes of book and job printing, Mr. Wright's specialty is legal work, and so successful has he become that quite a number of the leading law firms have all of their work, also general commercial and office printing, done by this reliable, prompt, and painstaking printer. His work is done by electric power, and all the types used are of the latest form and design, varying in accordance with the nature and character of the work to be done. Mr. Wright employs none but the most experienced typesetters, pressmen, and other operatives, and many of the specimens of his work are masterpieces of this important industry. His work has been commented favorably by leading authorities and some criterion as to its merits may be deduced from the statement that Mr. Wright has only been engaged in the enterprise on his own account for the past year, yet enjoys already a patronage which many other established printers might, with good reason, well envy, his prospects under existing auspices being deservedly of a highly favorable character.

**EDWARDS & LEE**, Jewelers and Silversmiths, No. 300 Main Street.—This is without doubt one of the largest and best equipped watchmaking and jewelry establishments in the city.

The premises occupied being a store and show room 20x60 feet in dimensions, and are most elegantly furnished and fitted up throughout, the greatest taste being everywhere displayed. The trade done by this house is very extensive, and extends not only throughout the whole city, but far beyond its limits, covering the whole of the state of New York and parts of Pennsylvania, Ohio, and into Canada. The stock carried is rich and valuable and carefully selected, and embraces an excellent assortment of gold and silver watches of domestic and foreign manufacture, clocks, watch-chains, rings, diamonds, pearls, and other precious stones bracelets, earrings, shawl and scarf pins, brooches, studs, sleeve and collar buttons, and jewelry of every description of the finest and most reliable quality. This house owns and operates a factory on Seneca Street, fitted up with the finest and most expensive tools and machines used in the trade, where ten skilled and practical operatives are kept constantly busy manufacturing fine jewelry. Diamond mounting is a specialty of this firm, and their work in that line is eagerly sought for by experts. Gold and silver bangles, medals, etc., are also manufactured on the premises, and supplied to the trade at liberal discounts. Mr. Edwards is a practical watchmaker of twenty-five years' experience, while Mr. Lee brings to the business an extensive and deep knowledge of the jewellers' art, acquired during fifteen years of a laborious career.



**T**HE BRUNSWICK-BALKE COLLENDER COMPANY, Billiard and Pool Tables; A. G. Frankenstein, Manager, No. 587 Main Street. This great manufacturing corporation, the largest and most important of its kind in the world, dates its inception back to 1860, when Messrs. Brunswick Brothers had its nucleus in the city of Cincinnati. The firm afterwards became J. M. Brunswick & Co., and in 1872 this firm amalgamated with Julius Balke of Cincinnati, who had then been in the business some years. The style was then changed to the J. M. Brunswick & Balke Co. In the same year the concern consolidated with the Collender Manufacturing Company of New York, and then the present title of the Brunswick Balke-Collender Company was adopted. The company was incorporated in 1882 under the laws of the state of Ohio, with a capital stock of \$1,500,000. Mr. John M. Brunswick died at Cincinnati in 1886, and his interest is represented by Mr. Ben M. Brunswick. Since Mr. Brunswick's death, Mr. H. W. Collender of New York, has been the president, and Mr. A. F. Traescher of New York secretary and treasurer. The company have factories in New York, Cincinnati, St. Louis, Chicago, and San Francisco, and branch establishments in all the principal cities of the country. They manufacture billiard and pool tables, billiard merchandise of every description, saloon fixtures, beer tables, ten pin alleys, office, bank, and drugstore fixtures, mirrors, bar chairs, chairs, etc., in the production of which many hundreds of workmen are employed. The Buffalo branch was founded in 1880, and has proved eminently successful. The premises occupied here comprise two spacious rooms on the second floor of the building No. 587 Main Street, where a splendid showing is made of samples of the manufactures of the company. Through this branch the whole of the western New York trade is controlled, and the business is under the efficient management of Mr. A. Frankenstein, whose long service with the company has eminently fitted him to represent their interests in this prolific section of the country.

**R**EA & POWELL, General Produce Commission Merchants, Nos. 104 and 106 West Market Street.—This popular and reliable house was originally established in 1872 by Gilbert & Rea, who were succeeded in 1887 by the present firm. The copartners, Messrs. W. C. Rea and J. W. Powell, are experienced merchants, commanding a wide and valuable acquaintance in trade circles, and are active and enterprising in a marked degree. Their facilities are admirable for reaching a desirable class of buyers, and the distinguishing policy of this house is its activity in placing consignments on the market and making prompt and satisfactory returns. The premises occupied comprise a spacious three story brick building, 40x150 feet in area, fully equipped with every convenience for the storage and preservation of the choice, extensive and valuable stock. They deal largely in butter, cheese, eggs, poultry, foreign and domestic fruits and vegetables, and all kinds of country produce. Messrs. Rea & Powell own the building, and have excellent butter, egg and banana rooms, and cheerfully furnish shippers with stencils, invoices, market reports, etc., and answer all correspondence promptly. Consignments of all descriptions of country produce are solicited, and are carefully handled and promptly acknowledged in every case. A superior stock of produce is constantly carried, and all orders are carefully filled at the lowest ruling market prices. Mr. Rea was born in Wyoming County, N. Y., but has resided in Buffalo for the last nineteen years. Mr. Powell formerly lived in Michigan, but has been a resident of this city since 1870. They are highly regarded in trade circles for their enterprise and integrity, and are popular members of the Buffalo Produce and Merchants' Exchanges. Messrs. Rea and Powell refer by permission to the Manufacturers and Traders' Bank, the commercial agencies, also to numerous shippers throughout the country, and their sales for the past year amounted to over \$250,000.

**C**HARLES SCHERBARTH, Sample and Pool Room, No. 312 Connecticut Street. In its line the house of Mr. Charles Scherbarth is a representative and respectable one, and in no other establishment in the city are the wants of patrons more carefully attended to than in this model establishment. It was founded some five years ago by its present proprietor in the premises now occupied at No. 312 Connecticut Street, and which are the property of Mr. Scherbarth. They comprise an elegantly and handsomely fitted up barroom the bar fixtures being solid and tasteful, and a pool room well provided with tables of the finest make. Several

private sitting rooms, comfortably furnished, are also provided, where patrons may retire to take their refreshments in private, or indulge in some private conversation. The wet goods supplied at the bar are the best, and comprise the finest wines, whiskies, brandies, rums, liquors, and cordials. The best brands of cigars are also offered, and all at prices that are remarkably moderate. The entire premises have an area of 40x50 feet, and are noted for their cleanliness, freshness, and neat appearance. Three assistants are employed. Mr. Scherbarth is a native of western Prussia, but has been for many years a resident of this city, where his geniality and pleasant address have gained him the good will and esteem of all.

**S.** G. HEINRICH (Successor to Heinrich Bros.), Wholesale Tobaccos and Cigars, No. 373 Elk Street.—In this tobacco consuming age, and especially in this community of smokers, the importance of the tobacco trade as an industrial factor in the development of trade and commerce is universally conceded. The enterprise displayed by the cigar and tobacco dealers of Buffalo has to a very great extent advanced the mercantile interests of the city. One of the most enterprising representatives of the wholesale trade in tobacco and cigars and smokers' supplies, is the well known house of Mr. S. G. Heinrich, successor to Messrs. Heinrich Bros., at No. 373 Elk Street. This house was established by the latter firm in 1887, and on the dissolution of the firm in March, 1890, Mr. S. G. Heinrich became sole proprietor. The premises occupied comprise a one-story frame building, 25x170 feet in dimensions. They are spacious and commodious, and in every respect peculiarly fitted for the handling of the large and choicely assorted stock always carried. An efficient staff of experienced assistants are employed, and a number of travelling salesmen are kept constantly on the road looking after the wants of the numerous patrons of the house in this state, as well as in Pennsylvania and Ohio. The stock handled is one that commands a large sale with the most critical and experienced buyers, and includes all the choicest brands of Havanas, Key West, and domestic cigars; tobaccos of all kinds, plug, cut plug, and fine cuts, both smoking and chewing; meerschaum and briar wood pipes, pouches, hookahs, narghiles, and smokers' supplies of all descriptions. A specialty is made of the products of Wagner's celebrated cigar factory, and a large and influential wholesale trade has been built up. The demands of customers, dealers, and jobbers are supplied at the shortest notice, and on most satisfactory terms. Mr. Heinrich is a native of Erie County, and for several years was engaged in the dry goods business on Broadway. He formerly resided at Boston, N. Y., whence he removed to Buffalo ten years ago. He is well and favorably known to the trade, and eminently popular with the community in general.

**T**HE QUEEN CITY STEAM LAUNDRY, Nos. 487 and 489 Washington Street, E. D. Wilsey, Proprietor.—Of those branches of industry connected with the cleansing and renovating of our daily attire, special attention is directed in this commercial review to the Queen City Steam Laundry, Nos. 487 and 489 Washington Street, of which Mr. E. D. Wilsey is the popular proprietor. He established this laundry eleven years ago, since which period he has built up a large patronage in all sections of Buffalo and its vicinity. The premises occupied comprise two spacious floors, 25x114 feet in area, fully equipped with the latest improved appliances, apparatus, and machinery, including six washing machines, eighteen ironing machines, etc. Here forty-five skilled hands are employed, and the machinery is operated by steam power. The work is turned out in a very superior manner, and at prices that cannot be surpassed by any contemporary concern. A specialty is made of shirts and collars, and all work is executed without injuring the garments. Mr. Wilsey has five delivery wagons and sixty agencies, while he has also a branch at No. 207 Main Street. He is also proprietor of the Queen City Steam Carpet Cleaning Works, where he cleans carpets by a new process. Carpets are guaranteed to be returned free from dust or moths without injury to the finest, and carpets are also carefully fitted and laid at extremely low prices. Mr. Wilsey was born in Albany County, N. Y., but has resided in Buffalo for the last twelve years, where he is highly esteemed by the community for his promptness, energy, and integrity. His laundry has obtained an enviable reputation, and all goods are called for and delivered to any part of the city free of charge.



**M.** R. NOLAN, Dealer in Fine Beef, Mutton, and Smoked Meats, Poultry and Game in Season, No. 705 Seneca Street—One of the leading business men in the eastern section of the city engaged in supplying the community with fresh and salt meats is Mr. M. R. Nolan, who has been identified with the trade many years. In 1880 he commenced business on his own account at No. 665 Seneca Street, and from that time has been successful and prosperous, and has enjoyed the confidence of all having dealings with him. In the spring of the present year he removed to the premises now occupied at No. 705 on that thoroughfare, where, with increased facilities and greater conveniences, he is better equipped than ever before to attend to the demands of his many patrons. Everything about the establishment, which is about thirty feet square, is new and includes improved appliances for the preservation of meats during the summer months. Mr. Nolan is a painstaking business man, provides the best quality of meats at the very lowest prices, and attends to the wants of customers with promptness and satisfaction. He selects the best well fed cattle for slaughter and always has the juiciest beef and veal, lamb, mutton, pork; also smoked and salt meats of all kinds, including sugar cured hams and breakfast bacon. Mr. Nolan also manufactures sausage on a large scale by steam power. From seven to ten head of beef cattle, and from twenty to twenty-five lambs, and many corn fed hogs, are killed every week under Mr. Nolan's immediate supervision. A native of Ireland, Mr. Nolan has been in this country many years, served with distinction in the navy during the late war in the gunboat State of Georgia, and was with General Terry in his operations on the South Atlantic coast, and in action at Fort Sumter, where he received a wound, which compelled him to return home. He is a popular influential member of the G. A. R., and sustains a high reputation in this community. Mr. Nolan employs a number of competent assistants, and owns several delivery wagons, which are always in active service.

**F.** J. KRAFT, Undertaker, Office and Warerooms, No. 31 E. Huron Street—The oldest and about the leading general undertaking establishment in Buffalo is that of F. J. Kraft, No. 31 East Huron Street. It has been conducted at the present location, by the gentleman whose name heads this sketch, since 1844, and during the forty-six years' interin has been steadily growing in popularity and patronage. The premises occupied as office and warerooms are commodious and completely equipped, and a large, first-class assortment of supplies pertaining to obsequies and interments is always kept on hand, including coffins and caskets, shrouds, trimmings, chairs, crape, and kindred articles in great variety. Six superb hearse and four elegant coaches, with a dozen horses, are in service likewise, and a large staff of help is employed, the proprietor giving close personal attention to every detail of the business. Remains are taken in charge at any hour, day or night, and prepared for burial in the most prompt and superior manner, and all orders by telephone (No. 2342) receive immediate attention. Embalming is performed according to the most approved process, interments are procured in any of the surrounding cemeteries, and funerals are directed in first-class style, while the charges for all classes of service are extremely moderate, everything considered. Mr. Kraft, who is a gentleman of about seventy, but active and energetic, was born in Alsace, France, and has been a respected resident of Buffalo for upward of half a century. He is a man of strict integrity, as well as a thoroughly experienced undertaker and embalmer, and is a prominent member of the New York State and the Erie County Undertakers' Association.

**Q** UEEEN CITY STENCIL AND RUBBER STAMP WORKS, J. G. Johnson & Co., Manufacturers of Rubber Stamps, Stencils, Seal Presses, Steel Stamps, Brass Signs, Hotel and Baggage Checks, Etc., Corner Washington and Seneca Streets, Opposite Post Office—Of all the numerous labor saving appliances, the manufacture of which has of late years become an industry, none is so intimately associated with the business man as the rubber stamp, and among the numerous industries productive of the latter none are more worthy of a special mention than that of Messrs. J. G. Johnson & Co., manufacturers of rubber stamps, stencils, seal presses, etc. This business was established in 1860 by Mr. J. G. Johnson, and carried on by him until 1887, when his partner, Mr. H. Johnson, became a member of the firm. The premises occupied are located at the corner of Seneca and Washington Streets, comprise a

handsomely appointed store, 25x45 feet in dimensions. Here are manufactured all kinds of steel stamps, stenciled plates, rubber stamps, brass stamps, ribbon stamps, pencil stamps, hotel and baggage checks, pool checks, bar checks, etc. The firm make a specialty of the manufacture of notarial and corporation seal presses, also back, railroad, and general business stamps. Both partners are also practical and expert engravers in wood and die sinkers. Six able and experienced hands are employed, and all orders are filled with dispatch and precision. The work turned out is superior in its execution to that of any house similarly engaged in the city. Both partners are practical designers, who do all their own skilled work, entrusting only the mechanical part of the business to their employees. Mr. Johnson, Sr., is a native of New Hampshire, but has been a resident of this city for many years. By his excellence of work and enterprising management he has built up a very profitable trade.

**S** TANDARD OYSTER COMPANY, Wholesale Oysters and Clams, Nos. 89 and 91 Broadway; Denny & Ernst, Proprietors—Few persons other than those immediately concerned have any idea of the importance of the oyster and kindred interests in Buffalo to-day. The quantities of mollusks disposed of in the course of a year reach enormous proportions, and the volume of trade grows apace. Engaged in the line indicated there are in this city a number of substantial firms, prominent among these being that of Denny & Ernst, proprietors of the Standard Oyster Company, of Nos. 89 and 91 Broadway, and than whom none are more widely or more favorably known. They are wholesale dealers in prime oysters and clams, with shucking house at Nos. 39 and 41 Gee Street, Baltimore, whence they receive supplies, and have a big trade throughout New York State, Pennsylvania, Ohio, and Canada. Their total sales for a season being upward of \$100,000. This enterprising and prosperous firm was established about twelve years ago and its career from the start has been marked by steady progress. The premises occupied as office, salesrooms, etc., on Broadway comprise two 20x35 feet floors, with ample and complete facilities, including telephone (1121). Fifty or more in help are employed in busy season. A very large and choice stock of bivalves is constantly carried on hand, both in shell and in brine, and all orders for anything in the oyster and clam line are filled in the most expeditious and reliable manner, while the very lowest prices, consistent with quality and quantity, always prevail. Messrs. Myron O. Denny and Henry Ernst, the members of the firm, are natives respectively of Lancaster, Erie County, and Buffalo. Both are men of push and enterprising, thoroughly conversant with the trade, and have attained success by deserving it.

**E.** H. THOMPSON, Dealer in Watches, Clocks, and Fine Jewelry, No. 294 Connecticut Street.—The clock and watchmaking and jewelry business is well represented in the west end of the city of Buffalo by many responsible houses, whose establishments are equal to any to be found on the main thoroughfares of the city. Prominent among them is that of Mr. E. H. Thompson, located at 294 Connecticut Street, and which is one of the finest of its kind in the city. The store is 25x50 feet in dimensions, and is elegantly fitted up throughout. Fine show windows, in which are displayed the choicest products of the watchmaker and jeweler's art, give to it a most attractive appearance, which is fully sustained by the interior decorations and the goods carried in stock. This latter includes all the finest gold and silver wares, both foreign and of American make, diamonds and other precious stones set in a variety of ways, earrings, clocks, plain and ornamental, from the great hall clock to the tiniest mantlepiece, chains, rings, puffs, brooches, guards, lockets, etc. Mr. Thompson is a practical and expert jeweller and watchmaker, and gives special attention to fine repairing and engraving in all its branches. He is admittedly one of the most expert engravers in the city. All orders are promptly attended to, and all work is done in a thorough and skilled manner, while his prices are uncommonly moderate. He is a native of England, and came to Buffalo in 1879, where he first engaged with King & Eisell. Three years after he established his present business on Eagle Street, from whence he removed to his present quarters in 1888. He is a veteran of the Zulu war, having served in the ranks throughout that campaign in a Cape regiment. By his strict attention to business, and the satisfaction always given to patrons, he has built up a large and growing business, and enjoys a widespread popularity.

**M**ARTIN DICKENBERG, owner of Church Altars, Pulpits, Pew, Stone Nos. 139 and 141 East Street, Factory No. 112 Lenson Street. In the manufacture of altars, pulpits, and church furniture, a representative and widely known name in Buffalo is that of Mr. Martin Dickenderg, whose factory is located at Nos. 112 Lenson Street and whose store is at Nos. 139 and 141 East Street. This business was established in 1862 by Mr. Dickenderg, who has since built up an influential position in all sections of New York, Pennsylvania, and Ohio. Mr. Dickenderg manufactures for order Church altars, pulpits, baptismal fonts, confessionals, altar ranges, and church pews made from a choice of lumber and of any description and at all prices. He also makes wooden emblems, gifts of bone, vestment covers, lavatories and all kinds of church and school furniture. His work is recognized for quality of materials, elegance of design, finish and workmanship, and is highly endorsed by architects, experts and patrons. Mr. Dickenderg finished the fittings, etc., for the following Buffalo churches, viz.: St. Boniface's, Military Street, St. Louis, Main Street, Church of Sacred Heart of Jesus, Seneca street, Holy Angels, Polish Church, etc. The factory is a commodious three story brick building 56x40 feet in area, and the stables are two stories 20x10 feet in dimensions. The work of sale fully supplied with modern tools, machinery, and appliances, operated by a twelve horse power steam engine. Mr. Dickenderg was born in Geneva, Switzerland, but has resided in Buffalo the greater part of his life. He is highly esteemed by the community for his artistic skill and integrity, justly meriting the substantial success achieved in this valuable industry.

**B**AINES BROS., Provision Merchants and Shoppers of Beef, Mutton, Pork and Poultry, Lard, Sausage, Etc., Nos. 43, 44 and 45 E. Park Street Market. The food supply trade is primarily and permanently the most important department of commerce in every community. Food ever having been the first necessity of mankind. In Buffalo the trade is represented by reliable, wide awake merchants, whose status will compare favorably with that of their contemporaries in any part of the Union. A foremost house engaged in the wholesale and retail handling of meats is that of the Messrs. Baines Bros., who have a store at No. 130 Main Street, and occupy stalls Nos. 43, 44 and 45 in the Elk Street Market. The firm began business in 1879, and through the push, energy, and practical knowledge brought to bear in their management a success was secured from the outset, a large and permanent trade soon being established. The Messrs. Baines are general provision merchants and shippers of beef, mutton, pork, and poultry, lard, sausage, etc., and secure their supplies from the most reliable fields of production, and have connections that enable them to always get the best and to quote the lowest market prices. A very heavy stock is at all times carried, and orders of any magnitude are promptly filled, a leading specialty being made of supplying hotels and vessels. The members of the firm, Messrs. J. C. Baines, M. Baines and H. S. Baines, are natives of England, but have resided in Buffalo since 1871. They are liberal in their ideas, guided by an honorable and progressive spirit, and they are rightly numbered among those men in whose hands the continued development of the city rests.

**H. C. TUCKER & CO., Bankers, Chapin Block.** The growth of the money interests of the Queen City is chiefly owing to the energy and ability of our leading bankers, among whom special mention should be made in this review of the reliable and representative firm of Messrs. H. C. Tucker & Co., whose banking office is chiefly located in the Chapin Block. This business was established in 1887 by Messrs. Henry C. Tucker & Co. Mr. H. C. Tucker, the cashier and general manager, has had long experience, and possesses an intimate knowledge of every phase and feature of the money and stock markets. The firm transact a general banking business, receiving deposits subject to check at sight, while they are the Buffalo correspondents for many country banks and financial institutions, while they have likewise extensive foreign connections. They also make collections on all available points in the United States and Europe, and sell bills at favorable rates on all the principal commercial centres. Messrs. H. C. Tucker & Co. are recognized authorities on the values of state, county, and city bonds, and number among their customers many of our wealthy

capitalists and operators. Their time and convenience are free to importers and traders. Joseph N. Y. and D. Deaneham, Niagara Falls, Chicago, Mr. Dickenderg, Buffalo, are named for the company for his ability and integrity, and as a representative financial institution, meriting the liberal patronage secured in the banking interests of Buffalo.

**GEO. FISHERMER, Sign painter, No. 325 Washington Street.** As a sign and ornamental painter, Mr. George Fishermer is, by general consent, one of the foremost exponents of his art in this city. Being a thoroughly practical man in this line of industrial activity, of first class ability and conscientious of ideas, he created the enterprise on his own account in 1880 and meeting with acceptance, with popular favor among our leading business men he has since developed a large and prosperous trade, which is continually increasing. The premises occupied are located on the second floor of the building No. 325 Washington Street, a place of access and admirably adapted for the business. Mr. Fishermer is prepared to execute at the shortest possible rates everything in the line of sign painting, in pictures, emblems, etc., in cutters, glass, and enameled, all and bronzed, script, block, and ornamental brass, nickel or zinc engraved work, canvas, lettering and wire screen work, and mural decorations, hand sign and dead wall work in radiating steamboat, or highway routes, also at signs and summer resorts. Mr. Fishermer's facilities for the prompt fulfillment of all orders are unsurpassed, and embrace a force of their own highly skilled and proficient letterers, writers, and general artists in the business.

**MRS. EDWARD A. SON, North Street, Greenhouse, No. 321 North Street.** This well and favorably known florist's establishment was originally founded in 1872 by Mr. J. Pickle Mann, to whom the present firm succeeded in 1889. It is composed of Mrs. Eliza Eckard and her son Mr. George Eckard, and is one of the representative and popular firms in the city of Buffalo engaged in this line of business. Both partners are florists of experience and possess an intimate knowledge, not alone of the science of floriculture, but also of the special requirements and needs of the local trade. The premises utilized for the purposes of the business are located at No. 321 North Street, on the corner of Peach Street, and are eminently adapted for the line of business to which they are devoted. Here are prepared elegant and artistic decorative emblems and floral devices, and flowers are regularly provided for weddings, balls, receptions, funerals, etc. In addition a large and carefully selected stock is always kept on hand, embracing plants, bouquets, flowers, baskets, vases, flower stands which are also made to order at short notice. The trade is an extensive one and covers the whole of Buffalo and its vicinity. Since they have been in business, Mrs. Eckard and Son have made hosts of friends, owing to their honorable, liberal business methods.

**C. A. THEBAUD & SON, Every Evening and Couch Stables, Nos. 152 to 156 Niagara Street.** About the best equipped livery, boarding, and coach stand in this section of the city is that conducted by C. A. Thebaud & Son, at Nos. 152 to 156 Niagara Street. It is an all respects, well appointed first class establishment, one of the very best of the kind in Buffalo, and has a large and desirable patronage, both permanent and transient. The stable building is a two story 60x75 structure, with superior accommodations for over seventy five horses, and a corresponding number of vehicles, besides eighteen elegant rigs of the firm's own. The office is connected by telephone No. 1267, and eight experienced hostlers and drivers are employed, the proprietors giving close personal attention to every detail. Fine carriages, buggies, and light wagons of every style and variety are furnished at any hour and for all occasions, at very reasonable rates, a number of superb coaches being kept for hire, while horses are boarded by the day, week or month, at moderate terms. All orders are promptly and reliably attended to. This prosperous business was established in November, 1888, by J. J. Thebaud, who was succeeded about a year ago by the Messrs. Thebaud, under whose efficient management it has since been conducted with increased success. Mr. Thebaud, the elder, was born at New Brighton, Staten Island, but has lived here in Buffalo over twenty two years. His son, C. A. Thebaud, is a native of this city. Both are well known and deservedly esteemed in the community.

**R.** **BAXTER**, Druggist and Chemist, No. 379 Elk Street.—One among the well-known popular druggists and chemists in this city is Mr. R. B. Baxter, whose well kept, ably conducted establishment is at No. 379 Elk Street. Mr. Baxter, although a young man, has had quite a long valuable experience compounding and dispensing medicines, and previous to embarking in business for himself in 1879 was employed as prescription clerk in the store of A. C. Anthony on Seneca Street. He is a careful, painstaking business man, and it should be said to his credit that he enjoys the unbounded confidence of all his many customers. His close personal attention is given to all departments of his business and every cure paid to patrons. The store, which is 25x55 feet in area, is handsomely and attractively fitted up, and contains a large valuable assortment of pure, fresh drugs, chemicals, pharmaceuticals, family medicines, tinctures, tonics, extracts, etc., and also a splendid stock of rich, elegant perfumes and toilet articles of every description, sick room supplies, surgical appliances, bandages, trusses, etc. Prescriptions are compounded and medicines prepared at all hours of the day and night, and all calls receive prompt response. The patronage is large, and the establishment is known as one of the best prescription and family drug stores in the first ward. Mr. Baxter is the sole proprietor and manufacturer of "Baxter's" Cough Balsam, a splendid remedy, having a wide popularity in this city and throughout the western section of the state. It is highly endorsed and recommended and is always in demand. Mr. Baxter is a native Buffalonian and is favorably known through out the community and sustains a high reputation as an upright citizen and competent pharmacist.

**S** **HUFELDT BROS.**, Manufacturers of Choice Fruit Flavoring Extracts, Etc., No. 153 Main Street.—A representative house in this city having a wide reputation for the surpassing excellence of its goods, is that of the Shufeldt Bros., located at No. 153 Main Street. The copartners, Mr. F. J. and Mr. H. C. Shufeldt, commenced operations in a small way in 1885, and by the production of a superior quality of pure extracts, soon achieved prominence and secured a splendid reputation and built up a trade which is widely diffused throughout the city and all the surrounding sections, and which is being rapidly pushed through the west where the goods are appreciated by the dealers and consumers. The firm manufactures extracts of all flavors from choice fruit, and do an extensive business in these commodities, and for the purposes of the business occupy spacious, commodious premises 20x80 feet, which are well equipped in every way to facilitate operations. Their business continues to grow and increase in volume, and bids fair in the near future to reach large proportions. One of the firm is continually on the road, and it should be said to the Messrs. Shufeldt's credit that the success they have won and enjoy is well merited. They are also sole proprietors of Shufeldt's Golden Essence of Jamaica Ginger, a family remedy for cholera morbus, colic, cramps, etc. It has become celebrated for its efficacy, and is endorsed and recommended by physicians and all who have used it. It is put up in a neat style and retails at 25c. and 50c. per bottle according to size.

**G** **AY & MILSON**, Jobbers in Engineers' Supplies, Nos. 34 and 36 Washington Street.—Each year in Buffalo sees new firms springing into existence, but it is safe to say that none have started with better prospects of success than that of Gay & Milson, jobbers in engineers' supplies. This house was established in 1879 by the present members of the firm, Messrs. L. W. Gay and E. L. Milson, whose long training in the business of Messrs. Geo. W. Tift, Sons, and Company had peculiarly fitted them for the undertaking. Nor has the result been other than was anticipated. This house has early achieved an enviable reputation for the superior character of their stock, and the care given to all orders placed with them, with the result that their trade is rapidly developing upon a firm and enduring basis. The premises occupied are the entire ground floor, 80x140 feet in area, at Nos. 34 and 36 Washington Street, and a large and commodious pipe and iron warehouse at No. 41 Washington Street, and are kept well fitted with all the numerous and various articles that go to make up a first class stock of engineers' supplies. Both partners are natives and residents of Buffalo and are fully conversant with everything pertaining to their business. They are energetic, wide awake business men, and thoroughly deserving of the liberal patronage which has been given them since the start. Both

are personally very popular in social and business circles, and are to be congratulated on their marked success. Any one in want of goods in their line will be amply repaid by making a visit to their store.

**W** **ILLIAM HEISER**, Practical Machinist, Nos. 114 and 116 Clinton Street.—In the front rank of this city's practical machinists prominently stands Mr. William Heiser, whose reputation for skill and ability is widely known. The responsible house which he controls and directs was established in April, 1865, by Messrs Barth & Heiser, in premises located on Clinton Street. In 1868 the firm was dissolved, and Mr. Heiser continued the business, removing to the spacious and commodious premises he now occupies at Nos. 114 and 116 on the same busy thoroughfare. These comprise the entire first floor of a substantial brick structure, 25x110 feet in dimensions, supplied with ample steam power and completely equipped with the finest machinery and the most superior facilities for insuring rapid and effective work. A general line of machine and smith work is executed, and from eight to twelve skilled hands are steadily employed the year round. General jobbing, blacksmithing, and repairing is done, also all kinds of stationary and mill work, millwright work, iron and brass finishing, the repairing of steam-engines or any of their component parts. Mr. Heiser is also the patentee and manufacturer of sundry articles of which he makes a specialty, and for which there is a permanent demand. A practical machinist, he devotes his personal supervision to all work, thus insuring to his numerous patrons entire satisfaction in all cases. His charges are invariably moderate, and estimates for all classes of work are furnished on application. He is a Buffalonian by birth, and is considered a progressive and liberal minded citizen. He is a prominent member of the different local societies, and is eminently popular with all who have dealings with him.

**H.** **E. WINKELMAN**, Tin and Sheet Iron Works, No. 649 Clinton Street.—One of the leading hardware and tin-smithing concerns in this quarter of the city is that founded by the late Mr. H. E. Winkelman in 1859, the control of which since his decease, some two years ago, has lain in the hands of his widow. The premises are centrally and eligibly located at No. 649 Clinton Street, and comprise a two story frame building at that address, covering an area of 25x125 feet. The salesroom is well stocked with the latest improved cooking and heating stoves in many patterns and designs, hardware of every description, carpenters' and other mechanics' tools, cutlery and all kinds of hollow and tin ware. The shop is equipped with every facility and convenience for tin-smithing, and a number of workmen are employed in making utensils both for the trade and for private customers. This house also does a large amount of tin roofing and spouting in the city and vicinity, and repairing of all kinds is promptly attended to. Mrs. Winkelman is a native of Buffalo, a lady of pleasing address and energetic business habits, who has ably succeeded in maintaining that popularity for the house which was so liberally accorded it during her lamented husband's lifetime.

**D.** **EDWARD METZGER**, Architect, No. 48 White Building.—In the growth and development of every community, it is a marked feature that as wealth, refinement, and education increase, a demand arises for splendid public and private dwellings, which embellish and beautify our land. In connection with these remarks, we call the attention of our readers to a gentleman well known in this city as a rising and successful architect, Mr. D. Edward Metzger, whose handsome office is located at No. 48 White Building. He embarked in the profession on his own account January 1st, 1890, after a five years' managerial experience in the office of his brother, Geo. I. Metzger, one of the most prominent architects of the city, and he has already received a liberal share of patronage, owing to the beauty and originality of his designs, evidences of which are discernible in the residences of Mr. E. M. Wilhelm, John Miller, B. P. Schwartz, Mrs. Barnett, and others. Mr. Metzger, in fact, is fully prepared with all the necessary facilities to execute or carry out any architectural undertaking, not only promptly, but with that intelligent comprehension of design which has already made his efforts so highly appreciated. He will be found to be prompt, liberal, and enterprising, always solicitous for the interests of his patrons, and always prepared to offer advantages in keeping with his high reputation.





**S**CHAUROTH & WOHLERS, Successors to Delitsch, Schaurroth & Co., Manufacturers of Boots and Shoes, Nos. 250 to 256 Pearl Street, Corner Court.—The representative and largest house in Buffalo engaged in the manufacture of boots and shoes is that of Messrs. Schaurroth & Wohlens, whose factory and offices are located at Nos. 250 to 256 Pearl Street. This business was established in 1866 by B. Delitsch, who was succeeded in 1885 by Delitsch, Schaurroth & Co. In April, 1890, Messrs. Udo V. Schaurroth and Peter Wohlens assumed the management. Both partners are thoroughly practical and expert shoe manufacturers, are fully acquainted with every detail and feature of this useful industry, and with the requirements of dealers, jobbers, and the general public. The premises occupied comprise four spacious floors, each 52x110 feet in area, fully equipped with the latest improved machinery, tools and appliances. Here 125 skillful operators are employed, and the machinery is driven by a twenty-six horse-power steam engine. The firm manufactures men's, boys', and youth's, ladies', misses', and children's boots and shoes. Only the best leather and findings are utilized, and the firm's shoes are made not only to sell, but to wear, and at the same time to satisfy and please the wearer. In fact their goods have no superiors as regards quality, finish, durability, and workmanship, while their prices in all cases necessarily attract the attention of close and careful buyers. The capacity of the factory is 150 dozen pairs of boots and shoes weekly. The firm employ nine traveling salesmen, and their trade extends from western New York to Idaho. Both partners were born in Germany, but Mr. Schaurroth has resided in Buffalo eleven and Mr. Wohlens twenty-five years. They are highly esteemed in business circles for their skill and just methods, and have built up a patronage alike creditable to their energy and industry.

**E**MPIRE BREWING COMPANY, Nos. 817 to 825 Main Street, and Nos. 818 to 825 Washington Street.—The Empire Brewing Company has achieved an enviable reputation for the superiority of its product, a pure, wholesome, and delicious malt beverage, whose consumption is annually enlarging at a rapid ratio. The Empire Brewery was founded in 1856 by Mr. Charles A. Gerber, who successfully conducted a brewing business for upwards of thirty-six years. In 1886 the present company was organized with a paid up capital of \$175,000, and facilities at command of the most satisfactory and complete character. The premises are very extensive and have an excellent location, fronting on Main Street for 100 feet, on Washington Street for 100 feet, and on Burton Street for 200 feet. The buildings are all of a substantial character, two and three stories in height, and including malt house, brewery, ice house, etc. The brewery has a capacity of 25,000 barrels per annum, and they also manufacture their own malt, having two spacious malting floors, two kilns, mill, etc., with a capacity of 40,000 bushels per annum. The brewery outfit includes a splendid fifty ton ice machine, put in in 1890, while the boilers, engine pumps, etc., are of the most perfect character. The company has the benefit of Mr. John A. Werich as manager, a master brewer of the most marked ability and soundest judgment. The barley used for malt is the choicest Canadian, while all the processes are of the most approved, scientific character. The lager beer brewed here is of the most perfect character. The company has extensive cellars, which hold fully 30,000 barrels for a sufficient time to be the best fully aged lager. The company commands a very extensive and important trade, not only with the best bars and hotels of Buffalo, but all over western New York. The management of this company reflects the highest credit upon the directorate, which is composed of representative business men, and the success attending their ably directed efforts is well deserved, and places the company in the front rank of the American brewery interests.

**C.** J. KREHL, Dealer in Dry Goods, Notions, Gents' Furnishing Goods, Hats, Caps, Etc., No. 1539 Main Street, Corner Ferry.—A prominent, popular, and reliable house identified with the dry and fancy goods trade and one deserving of special mention is that of Mr. C. J. Krehl (successor to Mr. William Becker), located at No. 1539 Main Street. This enterprise was founded by Mr. Becker some years ago, and was conducted successfully by him until the summer of 1890, when he disposed of it to the present proprietor. Mr. Krehl is a German by birth, but has resided in this city the greater portion of his life. He commenced his career in this line

of trade as a cash boy in the well-known dry goods house of Messrs. Barnes, Hengeler & Co., with whom he remained for sixteen years, and was in charge of one of its most important departments when he resigned to take charge of his present concern, which, under his enterprising management, is becoming one of the most popular shopping resorts in this section of the city. His store is commodious, handsomely appointed, and provided with every convenience for the display of his large and valuable assortment of goods. The stock embraces the latest styles in fine dress fabrics, such as velvets, plushes, cloths, cashmires, mohairs, worsteds; also wash fabrics, domestics, bedding materials, linens for household and personal use, muslins, calicoes, etc. He also carries a fine line of shawls, cloaks, capes, wraps, Jerseys, etc., and his stock of fancy goods embraces everything of foreign and domestic production in dress and millinery trimmings, feathers, brads, laces, etc., besides an endless variety of small wares, notions, etc. These goods have been carefully selected for a first-class trade, and are unsurpassed in quality and newness in styles, while the prices are very reasonable. A leading specialty is made of gents' furnishing goods and hats and caps. A large assortment of everything fashionable and novel in these lines is always carried on hand, from which all tastes may make suitable selections. Mr. Krehl is a pleasant, courteous, and popular young man, highly esteemed in social and trade circles.

**C**OOPEE & HALLOCK, Dealers in Horses, Office No. 43 Lewis Street.—This business was established so recently as August 1, 1890, by Messrs. J. S. Cooper and J. M. Hallock. Both partners have had long experience in handling horses of all grades, and are considered authorities on the values of the noble animal. Mr. Cooper has the largest auction sales barn in Chicago, at the Union Stock Yards, and also another barn on Michigan Avenue. He has the street cleaning contract for Chicago, where he employs 300 horses. Mr. Cooper also owns a town in Dakota, a mine in Idaho, and is one of Chicago's enterprising and wealthy citizens. The firm's business in Buffalo is controlled by Mr. Hallock, while the Chicago trade is under the able management of Mr. Cooper. The premises occupied in Buffalo comprise a spacious two-story barn on Louis Street, 50x300 feet in area, which has ample accommodations for 300 horses. The firm handle horses on commission, and promptly make advances on consignments of first-class stock, guaranteeing at all times prompt sales and immediate returns. All communications by mail or telegraph are promptly attended to, and dealers, street car companies, and others will find this the best place in Buffalo to purchase horses. Mr. Hallock was for one year a member of the firm of "Ketter & Hallock." He is well known in business circles for his strict integrity and sterling personal worth, and those giving their orders to him will find their interests carefully and judiciously guarded.

**R.** B. GROVER & CO., Fine Shoe Makers, No. 248 Main Street, A. G. Richardson, Manager.—Every one has heard of the famous "Emerson" shoe, many have worn them,—and if they have, still do so; yet to but a few is the individuality of the members of the firm known, as they have always placed their goods before the public on their intrinsic merit and value. The concern, which makes a specialty of supplying the public with the most comfortable foot-gear yet placed before it, is probably the largest and most influential in its line in the entire country, and is known as Messrs. R. B. Grover & Company, having its headquarters at Brockton, Mass., and branch stores in almost every city of the Union. Two years ago Messrs. R. B. Grover, C. O. Emerson, and J. F. Hill all experienced shoe manufacturers, consolidated their several establishments under the above name, and in November, 1889, opened their Buffalo branch store at No. 248 Main Street, opposite the Academy of Music, under the able management of Mr. A. G. Richardson. The store occupied at this location is 20x80 feet in dimensions, handsomely furnished, and fitted up with all the necessary conveniences for the prosecution of the business. A large, well selected, and first-class stock exclusively composed of the products of their famous establishment, is constantly on hand. The prices charged are remarkably moderate, and orders are filled with great promptness. Mr. Richardson, the manager, has had thirty-three years' experience in the shoe trade, is a native of Wyoming County, this state, but has been a resident of Buffalo for twenty-four years.



**G**LAUBER & HUNKEMOELLER, Wholesale Grocers, No. 544 Broadway.—This firm, composed of Messrs. Henry J. Glauber and Henry Hunkemoeller, established their business in 1886 at Nos. 578, 580, and 582 on the same busy thoroughfare, and from the start became recognized leaders in the line of commerce to which they had applied their energies. So successful were they, and such was the liberal patronage accorded them, that in 1900 it was deemed advisable for the more convenient transaction of their large business to remove it to more spacious and centrally located premises. In March, 1890, removal was therefore made to the elegant and substantial brick structure, the property of the firm, where they are now domiciled. These premises comprise the entire building, three floors and basement, each having an area of 60x100 feet. They are very complete and commodious, and are admirably equipped with every appliance and convenience for the efficient handling of the immense stock carried and its proper and attractive display. The facilities of the house are perfect and their resources ample, thereby enabling them to place these fine goods before their patrons at prices such as no other house can duplicate. The trade is a very extensive one, and covers the whole of western New York and Pennsylvania. In the retail department five efficient and courteous assistants attend upon customers, and all orders are filled with promptness and delivered to any part of the city free of charge. Mr. Glauber is a native of Buffalo, while Mr. Hunkemoeller was born in Germany and has been a resident of this city for some eighteen years. They are enterprising, progressive, and vigorous young business men, and justly merit the success which has attended their well directed efforts.

**L.** P. KIRCHMYER, Manufacturer and Dealer in Trunks and Travelling Goods in General, No. 208 Main Street.—For twenty-two years Mr. L. P. Kirchmyer, the well known manufacturer and dealer in trunks and travelling goods in general, has been established in business, and for twenty-one years he has occupied the same premises as he does now, at No. 208 Main Street, corner of Erie Street. For this same period of twenty-one years also has Mr. Henry C. Miller, the able and efficient manager of the business, and one does not know which to admire most in this age of continual change, the conservatism of the house which for so long a period of time has seen no necessity to change the head of its management, or the persevering industry which has rendered the employee as essential a feature of the establishment almost as the owner himself. The store and shop occupied are extensive, being 20x30 feet in dimensions, thus giving a good area of floor space, but not more than is required for this flourishing business. Besides handling the wares of some of the best known American and foreign trunk houses, Mr. Kirchmyer manufactures a special line of trunks which are specially prized and sought after for their durability, size, and lightness by commercial travellers and members of the theatrical profession. Full lines of trunks, bags, valises, satchels, shawl and rug straps are also manufactured and kept constantly in stock, and the most substantial inducements are offered both in price and quality. Mr. Kirchmyer was born in Baden, Germany, 49 years ago, but has been a resident of this city since 1846. He has from the start been a successful business man, and has built up a large trade which extends far beyond the limits of Buffalo. He is personally very popular and held in high esteem for his superior business qualities and integrity.

**L**OVELL MANUFACTURING CO., Limited, No. 208 E. Genesee Street, W. H. Markham, Manager.—In the various branches of mercantile enterprise there are none that are more useful to those of the public in moderate circumstances than what are generally known as "installment houses." A well and favorably known installment organization, having headquarters at Erie, Pennsylvania, and representation in the principal cities of the Union, is entitled the Lovell Manufacturing Company. This corporation has had a branch establishment at Buffalo for the past eight years, Mr. W. H. Markham being recently appointed to its superintendency, the scope of his operations covering the territory of Buffalo, Niagara Falls, and Tonawanda. He occupies a commodious store at No. 208 East Genesee Street, giving ample accommodation for the manipulation and display of the varied lines of goods carried and the general advantageous prosecution of the business. The stock embraces

roll-up spring beds, the Puritan, Niagara, and Dauntless cloth-wringers, the Hammoquette reclining chair, also parlor, mantel, and office clocks, family bibles, photograph albums, Smyrna rugs, oriental scarfs, etc. These goods have no superiors in the market, and are sold for cash or upon such a system of installments that there is no reason in the world why any one receiving the most moderate salary should not have a fully and comfortably equipped home. Mr. Markham is a native of Stark County, Ohio, and prior to engaging with this company was the business manager of the "Evening Sun" of Detroit.

**F**OX OPTICAL COMPANY, No. 461 Main Street.—The constantly growing demand for the productions of this firm soon rendered the establishment of branches in the larger cities imperative, and one was opened in 1888 at No. 624 Penn Avenue, Pittsburgh, Pa., and one in March, 1890, at No. 461 Main Street, Buffalo. The premises occupied in this city consist of an elegantly appointed and handsomely fitted up store and salesroom, with a workshop in the rear, having an area of 20x100 feet, and fully equipped with all the finest tools and appliances designed for use in the optician's art. The power is supplied by electricity, and there is no more perfectly fitted workshop in the entire city of Buffalo. Mr. Fox has also given his personal attention to it, thus affording to our citizens an opportunity of testing his profound knowledge and scientific methods of dealing with optical matters. Oculists' prescriptions are carefully and accurately filled, lenses are manufactured and ground, and glass-eyes of appropriate power are made and fitted to all eyes. All orders for spectacles, eye-glasses, and other such goods are promptly executed at low prices. Seven expert assistants are employed, and satisfaction is guaranteed in every case. Although in business here but a few months, a large trade has been secured and the patronage is of the highest order, facts which speak volumes for the quality of the goods handled and the ability and skill displayed.

**A.** HAEFNER, Engravers and Picture Frames, Books, Albums, Pocket-books, Statues, Wax Candles, Religious Goods, Tissue Paper, Artificial Leaves, Etc., No. 32 East Genesee Street.—A prominent house in Buffalo engaged in the manufacture of picture frames and general moulding work, etc., is that of Miss Annie Haefer, whose store and workshop are located at No. 32 East Genesee Street. This business was established in 1850 by her father, Mr. Haefer, who was a native of Germany. He came to this city in 1845, and conducted the business until his death, which occurred September 15, 1889, to the great regret of all who had the pleasure of his acquaintance. The business has since been ably conducted by his daughter, the present proprietress. This house manufactures picture frames in white, ornamented and hard wood mouldings. Pictures are framed in the latest styles at short notice and lowest prices. Here is a large and complete assortment of books, albums, pocket-books, statues, wax candles, tissue paper, artificial leaves, etc., while the specialty of the house is religious Catholic prayer-books, crucifixes, pictures, etc. All goods are guaranteed to be as represented and exceptional facilities are possessed for filling all orders. Miss Haefer is highly esteemed for her many excellent qualities and strict integrity.

**B.** H. KING & SON, Jewelers and Importers of Novelties, No. 432 Main Street.—This extensive and flourishing house was established in 1849 by Mr. B. H. King, who in 1885 admitted into partnership his son, Mr. A. B. King. The store is a very elegant one, and contains watches of the finest kinds in gold and silver of the best American and foreign manufacturers, jewelry of the latest designs and selected with cultivated taste and a view to beauty and utility. Diamonds of the purest water, and other precious stones, mounted in the most unique and latest styles, comprise a valuable stock which cannot fail to satisfy every taste and supply every need at the lowest possible prices, and warranted as represented in every particular. In the department of silver and plated ware a very extensive and beautiful assortment, bearing the brands of the most eminent and reliable makers in the world, is always on hand. This firm employs in their repair department some of the best watchmakers in the country. Mr. B. H. King is a native of Germany and has resided in the United States for nearly half a century, while Mr. A. B. King was born in this city.

**W.** THOMSON, Hardware Stores, Ltd., No. 743 Niagara Street. In few branches of trade has the merchant process wrought such a veritable revolution of late years in this country as in the tool and kindred lines of business. What with invention, improvement, and the development of skill, something is daily added to the list of articles in this department of industrial activity. A representative and prosperous establishment in this line in the fourth ward of this city is that of Mr. W. A. Thomson, 743 Niagara Street, between the river and the city limits. His branch of the hardware trade, which, in the early days of the business, was confined to the sale of tools, has become more and more diversified, and is now commanding a high reputation for its variety, its superiority in the quality of the goods and kind of and the excellence of the work executed. This well and widely known establishment is situated on a fine site, at No. 629 York Street, and is one of the most important and profitable buildings in the city. These premises were erected by the late John Thompson, a well-known and successful merchant, and are now owned by his son, Mr. W. A. Thomson, 743 Niagara Street, who, in the early days of the business, was confined to the sale of tools, but has since diversified his branch of the hardware trade, and adds water pump, door, frame, furniture, etc., special attention being given to every description of tin, copper and sheet iron work. From the beginning of the business Mr. Thomson was an ardent fast and well-earned experience which has enabled him to lead a first class in the purchase of his stock, which, at a value of some \$2000, is one of the best in the line of push and enterprise. The sagacious converts and the products of the trade, and wisely known and respected in this community.

**B**EEFOLD & CO. BAKERY, COR. OF C. ST., Manufacturers of Superior Union Meat, Nos. 70 and 131 Rhode Island Street.

The leading enterprise of the kind, and one which has gained a superior reputation for the excellence and wholesomeness of its productions, is that of the BEEFOLD & CO. BAKERY, located at Nos. 70 and 131 Rhode Island Street. Since the firm took to business here, their success has been uninterrupted, a true permanent demand for their goods having been developed, and in order of the extent of the operations carried on here we had when we state that the daily output is 1000 pies and 600 dozens of cakes, while every year the firm make SIXTY tons of mince meat, for which eight barrels of whiskey are used, and all the fruits entering into the mince meat are stewed in this establishment. The premises occupied are of commodious proportions, and are equipped in the most complete manner with all appliances and conveniences peculiar to the industry. The oven is fifteen feet square, the largest in the city, and being kept constantly in use, it never gets cool. The place is a model of cleanliness, good order and neatness. Only the finest flour and other choice materials are utilized, and the goods of this responsible house are general favorites wherever introduced, being unsurpassed by those of any other first class house. An \$8000 stock is carried, and orders of any magnitude are filled at shortest notice. The proprietors are: Mr. S. M. Gaylord and Mr. Frank Benton, the latter a resident of Philadelphia. Mr. Gaylord who is the active manager of the business, has had many years' practical experience as a baker, and is skilled in all the departments of the business. He is liberal and upright in all his dealings, and sustains an AI reputation in the commercial world.

**P.** F. WHEELER, Manufacturer of Copper, Tin, Sheet Iron and Tin Ware, Paints, Oils, Glasses, and Varnish, and General Dealer in Stoves and Ranges, Hardware, Nails, Tools, Cutlery, Lamps, Etc., No. 511 William Street. The popular business establishment of Mr. P. F. Wheeler has been in successful operation for the past ten years, and a splendid substantial custom has been secured. A two story substantial building, having dimensions of 25x120 feet, is occupied for the business. The salesroom is welladapted to the purposes of the business, and the workshop is thoroughly equipped for executing work in the best manner. An immense stock of goods is carried, the assortment embracing everything in the line of cooking or heating stoves, ranges, builders' and house-carpenter's hardware, shelf goods, mechanics' tools, nails, lock smiths' supplies, table and pocket cutlery, butcher' tools, lamps, lamp glasses, tin and sheet iron ware and house furnishing goods, also a general stock of paints, dry and ready mixed, oils, glass putty, varnishes, and painters' supplies generally. In the manufac-

ing department of a number of competent lines. The responsibility of every attention is paid to executing the copper attachment of a work, and to mount hardware to order and attempting to improve and jobbing. Mr. Winder gives his personal supervision to the mechanics of his business, and those dealing with him may confidently be assured upon receiving the best quality goods at the lowest prices.

**S**TEEL EXCHANGE HOTEL Directly opposite the Love Store, Yards has Mr. Cowan's "property." One of the most convenient and well-equipped hotels in East Buffalo is that known as the Steel Exchange, which is directly opposite the Love-Stock Yards. This hotel was erected in 1885, and is one of the safe and careful management of Mr. Jos. M. Cowan, who for several years was clerk in the Branch Hotel. The Steel Exchange Hotel is three stories high, of about 600 feet square. It has fully 100 nearly new beds and is furnished throughout and has fifty-three rooms available for guests. The rooms are well ventilated, comfortably and cleanly furnished, provided with every convenience while the means of escape in case of fire are perfect. Now and to class stables, to accommodate 200 horses, have been built and are under the management of Messrs. Cooper & Wilcock. The grade of the hotel is supported by the best in the market, and is one of experience—supported by Mr. Cowan's business guests by the hotel. With all these things, the rates of the hotel are very moderate, ranging from \$1.00 per day. This house is extensively patronized by the Stock exchange and hotel guests are many, and where a guest spends here, he is sure to return after again visiting this part of Buffalo. Mr. Cowan is a native of New York. He has made himself very popular, owing to his kind and courteous manner and strict integrity, and under his energetic management the prospects of the Steel Exchange Hotel are of the most favorable character.

**J.** N. MILLER, Pharmacist, No. 510 William Street. Few pharmacists in this section of the city of Buffalo deserve to enjoy a higher reputation than that located at No. 510 William Street, which was originally established by the late Mr. N. Miller. Since the time of his decease the management of the establishment has devolved upon his widow, whose capabilities therefor may be rightly estimated by a consideration of the fact that Mrs. Miller enjoys the unique distinction among her sex of being a member of the Erie County Pharmacists' Association. She is ably seconded also in her efforts by her brother-in-law, Mr. J. A. Gammard, who has had an extensive experience. The premises occupied consist of a handsomely equipped 35x50 foot store with elegant counters, show cases, soda fountain and other accessories which go to constitute an Al pharmacy. The stock which is valued at some \$2000, embraces a full line of pure drugs and chemicals, professional and scientific apparatus, and the latest books, periodicals, druggists' sundries, etc. A special feature is made of the prescriptive department, physicians' formulae and family recipes being compounded with a degree of care and accuracy which has won for the establishment a wide patronage both from the professional and lay community.

**A.** W. SROKA, Merchant Tailor, No. 4, William Street. Prominent among the leading merchants tailors in this section of the city is Mr. A. W. Sroka of No. 4, William Street. This gentleman is born in Germany, has resided in this city many years, and has had long experience in the business in which he is engaged. He is a practical cutter, and possesses very fine taste and judgment. He has occupied his present business stand for the past eleven years, being the oldest merchant tailor on William Street, and by close attention to the wants of his patrons, and by always giving them perfect satisfaction, has established a substantial and influential patronage. His store is neatly fitted up and contains a well selected line of cloths, cassimeres, suitings, vestings, etc. Mr. Sroka's garments are always perfect in fit and tastefully cut, while his prices are extremely reasonable. They are trimmed with the best materials and made by expert and skilful tailors. Every effort is made to please and satisfy patrons, who embrace many of the most respectable and fashionable citizens. Mr. Sroka is a popular member of the C. M. B. A., and is highly respected and esteemed by all who know him.

**JOHN OTTO & SON**, Real Estate and Investments, No. 24 W. Seneca Street.—The real-estate broker in Buffalo has opened before him an ample field for enterprise and usefulness, and many of our most prominent citizens are engaged in this important branch of industry, among whom we must mention the name of Mr. John Otto, who has so forcibly shown his capacity to rank as a leader among the real-estate brokers of the city. He has been engaged in the business since 1857, and by the display of faithful and conscientious zeal for the best interests of his customers he has succeeded in securing a clientele of no ordinary character. Five years ago he took his son, Mr. John Otto, Jr., into the business, a gentleman who has since proved in every respect well worthy of becoming the future legatee of such a large and valuable business as his father at present controls. The offices of Messrs. John Otto & Son are located at No. 24 West Seneca Street, where they have every convenience and facility for the prompt dispatch of business. Mr. Otto, Sr., more especially, by reason of his long practical experience, is thoroughly familiar with present and prospective values of real property, both in and around this progressive city, and the firm always have upon their books many desirable bargains, including business, residential, and manufacturing sites for sale or exchange, and their specialty, in which they have become singularly successful, is the procuring money to loan on bond and mortgage. In this branch they are of the utmost service to both borrower and lender, securing to the one ample funds with which to extend his business, and to the other a profitable and perfectly safe investment. The properties in which they deal are absolutely perfect as regards their title, and no estates are handled except those which are thoroughly safe investments. Messrs. Otto will be found gentlemen in every sense well worthy of the trust and confidence reposed in them, careful, accurate, and thoroughly honorable, the great aim being the welfare and benefit of their numerous clients.

**JOHN O'BRIAN**, Real Estate and Insurance, No. 356 Main Street.—The leading field of financial investment in Buffalo is unquestionably that of real estate, and in no way can large or small sums of money be better applied to secure sure and productive returns than in the reality of this great centre of trade. Prominent among those who have taken an active part in promoting the best interests of the city in this respect, and have built up influential connections with property owners, is Mr. John O'Brian. The business of this house was founded six years ago by Messrs. O'Brian and Rauter, and was directed under their joint control up to April 15, 1890, when Mr. O'Brian succeeded to the sole ownership. He is a native of Little Falls, Herkimer County, N. Y., but has been a permanent resident of Buffalo for the past forty years. Here he has long been a prominent citizen, thoroughly identified with the best interests of the community. For eight years he filled with ability the position of judge of the civil court. Mr. O'Brian is noted for his intimate personal knowledge of all the choice business and residential sections of Buffalo, and intending purchasers can in all cases rely upon his superior knowledge and sound judgment both as regards prices, surroundings, and other information. He is a notary public, and carries on a general line of operations as a real estate, insurance and loan broker and collector. His standing in financial circles is of the highest, and in his policy and methods Mr. O'Brian is a thoroughgoing exponent of the great cardinal principles of equity and probity, which form the only basis of enduring prosperity.

**THORNE & ANGELL**, Real Estate, No. 292 Main Street.—Among those prominent in real-estate operations is the firm of Thorne & Angell, who, as representatives of the business of buying and selling real estate, have a wide reputation for promptness and reliability. The copartners, Mr. Geo. L. Thorne and Mr. Byron P. Angell, are experienced practical men, and by faithful, conscientious zeal for the best interests of patrons have secured a substantial clientele. They are recognized as authorities upon real-estate values in and around the city, and upon their books have many desirable bargains to offer, including business, residence, and manufacturing sites for sale or exchange, and also a number of very desirable investments in Linwood, Richmond, Elmwood, Borch, and Plymouth Avenues, and Bidwell, Parkway, Ferry, and Main Streets, and lots overlooking the park, and choice acre property. The lands and building sites and all property handled by the firm are absolutely

perfect as regards title, and no real estate is dealt in except that which is a thoroughly safe investment. Messrs. Thorne & Angell also negotiate loans and attend promptly to all matters pertaining to the sale, purchase, or exchange of realty. Mr. Geo. L. Thorne, who was born in Stafford, Genesee County, this state, has been a resident of Buffalo since 1870. He established the business of which he is the head in 1883, and a year afterward was joined by Mr. Angell, who is a native of Otsego County, this state, and came here twenty years ago.

**J. A. STAUCH**, Stock Broker, No. 359 Main Street.—The importance of Buffalo as a great financial centre is generally recognized. She is, in fact, a most prominent point for the disposal of miscellaneous securities, while the stock business of the city ranks second only to that of New York City (in this state) in point of volume of trade. Among the more recent acquisitions to the ranks of the Queen City's stock brokers we may mention Mr. J. A. Stauch, who transacts a general commission business in the purchase and sale, for cash or on margin, of all stocks, bonds and miscellaneous securities, making a leading specialty of grain and petroleum, and has already developed an excellent reputation for accuracy and perfect knowledge of every feature of the business. His facilities for obtaining the latest reliable information as to the course of the market, of his special lines, are of the most perfect kind, he thus being fully qualified to fill orders for country capitalists or city operators and investors, either for investment or speculative purposes. Full quotations are continuously received for the benefit of patrons by direct wire communication with the New York market, and all reliable sources are searched as a guide to profitable investments or sales of stock. Mr. Stauch, who is a native of Buffalo, is a young, shrewd, energetic business man, and is rightly regarded as one of the city's rising brokers.

**G. E. MORE**, Hatter and Furrier, No. 327 Main Street.—This is, *par excellence*, the very finest and best appointed hat store in Buffalo, and has a very large and high-class patronage. Mr. More being sole agent for the justly famed "Knox," "Miller," and Heath's English hats, while a number of exclusive styles are shown here. The premises occupied are commodious, ample and very attractively fitted up, and some half a dozen polite salesmen are employed, patrons being assured of finding courteous attention and satisfactory treatment at all times in this establishment, as well as the very newest shapes and designs in fashionable headgear and kindred articles. This flourishing business was established some thirty-five years ago, by Harry Smith, and in 1888 came into control of the present proprietor, under whose efficient management it has since been conducted with eminent success. Mr. More, who is a man in the full prime of life, was born in England, but has resided in this city thirty odd years. He is a gentleman of pleasing manners and entire reliability in his dealings, as well as excellent business ability and thorough experience, and prior to assuming control here had been connected with the establishment for a number of years.

**QUEEN CITY RAG COMPANY**, Nos. 85 and 87 Main Street.—The business of dealing in grading and packing rags and paper stock is carried on quite extensively in the city by the Queen City Rag Company, whose warehouse and office is at Nos. 85 and 87 Main Street. It is one of the largest and most important concerns of the kind in this section of the state, the operations extending throughout all the circumjacent country. Cotton and woollen rags and paper stock, old iron, brass, copper, rubber, and other metals, are bought in large and small quantities, which are graded and packed and disposed of to the cotton and woollen manufacturers, paper makers, and founders in all parts of the United States. An immense business is done, requiring for its accommodation a five-story warehouse 20x30 feet in area, all of which is utilized for storage purposes and sorting and packing. Mr. Morris Sklansky, the manager, has been identified with the business many years, and since May last occupied the premises in which he is located. He is assisted in the business by his mother, and throughout in the different departments of the warehouse from forty to fifty hands are employed. The business is steadily growing and increasing, and trade is always active and brisk. Telephone call No. 462.

**W** M. FERRICK, Dealer in Cattle, Meat and Poultry, No. 20 Rhode Island Street, corner of Third Avenue. The enormous demand for fresh supplies in the line of provisions has resulted in the establishment of a business in every large trade center. A prominent house in Buffalo this business here is that of Mr. William Ferrick, No. 20 Rhode Island Street, corner of Third Avenue. He has been since this year, as this market has always been a favorite place of resort for the residents of this mighty city. The premises are large and fitted up for the handling of large quantities of meats, and provisions and poultry, freshness, quality and variety of stock is as superior in this vicinity. The store is kept open to process and cleanliness and the improvements for the preservation of perishable articles during hot weather are found here in successful operation, thus securing at all times freshness and wholesomeness of the meats and poultry. Mr. Ferrick is a native of Buffalo and well known for his strict integrity, enterprise and reliability. By strictly attending to business, at all times catering to the wants of the public he has won success and prominence. He is a prominent member of the C. M. B. A.

**G**EOFFREY L. PRATT, Broker, No. 196 Pearl Street, Room 1. One of the most prominent and well known brokers of Buffalo is Mr. Geoffrey L. Pratt. Although the youngest of all his competitors in that line, he enjoys a well earned reputation for business sagacity and integrity. His place of business is known as "The Fidelity Loan Company," and is situated on the second floor of the office building No. 196 Pearl Street. He established his business three years ago, and has by careful attention to the most minute details as well as to the greater ones, built up a large and rapidly increasing business. As the name "Fidelity Loan Company" implies, Mr. Pratt's business consists mainly of negotiating loans and endorsing business paper. He also gives collateral loans from twenty-five dollars upward on furniture, pianos, etc., without removal from the premises of the borrower, thus often affording welcome relief to persons in a position of temporary financial embarrassment. Mr. Pratt was born at Fulton, N. Y., in 1875. He is regarded by the mercantile community as one of the most rising and enterprising business men in the city. Besides attending to his business with devotion, he takes great interest in all municipal affairs or anything appearing to the general welfare of the city. He is a scholar in high esteem in social as well as mercantile life for his many excellent and honorable qualities, and will be found prompt, liberal, and always ready for business, never misjudging for the benefit of his patrons and always prepared to offer advantages in dealing with such a reputation.

**P**AUL E. READ, Dealers in Fine Groceries and Meats, No. 387 Rhode Island Street. The sale of necessary food supplies occupies a foremost position in every community. A specially popular and prosperous house engaged in this business in Buffalo is that of Messrs. Paul and Read, successors to Messrs. Kerr & Company, and located at No. 387 Rhode Island Street. The individual members of the firm are Messrs. E. C. Paul and E. F. Read, both natives of the town of Steuben, Chautauque County, this State. The former was engaged previously in the mercantile business there, and came to this city in 1890, while the latter has been and is still connected with the Free Press & Evening Company, of this city. They purchased this establishment in the spring of 1890, and under their able direction the business is constantly increasing in volume and influence. Their business premises are spacious and admirably arranged. The grocery department contains a full line of choice staple and fancy groceries, and in the meat department will be found at all times a full stock of the very choicest prime beef, veal, mutton, lamb and country pork, poultry, soft and smoked meats of all kinds. Having the best of cold storage, the firm are prepared to furnish the best of wholesome meats during all seasons of the year at the lowest prices. Public service is promptly accorded to patrons in dress, cleanliness and order prevail, and orders are delivered free of charge. Messrs. Paul and Read are wide awake, energetic, agreeable, unobtrusive, prompt and reliable and highly esteemed in social and trade circles.

**H**ENRY SCHMIDT, Stationer and Carriage and Wagon Works, No. 149 Genesee Street. In the United States there are many carriage and wagon builders today, but a striking contrast to the heavy, ponderous vehicles that were the product of the craft of the very long ago. Connected with this line of trade in Buffalo, and noted for the best of business men and of straightforward business methods is the establishment of Mr. Henry Schmidt, carriage and wagon manufacturer, No. 149 Genesee Street. This was founded in the early part of the century, and especially the best of material is used in the construction of the vehicles. Having provided the high class of hands of several proprietors before, and under the possession of its present owner in 1886, under whose able management its old time reputation for honest production has been sustained. The premises utilized comprise a factory, where are fully equipped with all necessary machinery, tools and appliances for turning out first class, hand made vehicles. Several experienced workmen are employed, under the immediate supervision of the proprietor, who is a thoroughly experienced and practical wheelwright. Carriages of all descriptions are made here, including buggies, heavy trucks, drays, carts, express delivery vehicles, light wagons, road wagons, solicars, hackboards, etc. None but the very best materials are used, the work is of the highest standard, and prices are very reasonable. Repairing receives particular attention also. Mr. Schmidt is a native of the city of Hanover, Germany, has been a resident of this city since boyhood, and is a liberal, public spirited citizen, highly respected in social and trade circles.

**P**HILIP FRIES, Wall Paper, Painter, Etc., No. 536 Genesee Street. In the line of wall papers, paints, painting and artistic house decorations, Mr. Philip Fries, of No. 536 Genesee Street, occupies an enviable position among his competitors. This is evident from the progress, and with the advanced and more refined tastes of the people has come a demand for new styles and more artistic productions, and one of the first houses of trade to feel this demand is that which supplies the medium for home decoration. Mr. Fries, although only a start in his business on his own account since 1889, has had an ample experience, and has been quick to recognize the drift of public taste in the decoration we have referred to. He occupies a handsomely appointed store, 20x12 feet in dimensions, its elegant plumbing, show windows and tasteful interior appointments reaching in one of the attractive features of this neighborhood. The stock embraces imported and domestic wall papers and paper hangings, paints, oils, varnish, putty, white lead, glass, and kindred supplies, while in the last season some twenty hands find regular employment in the paper hanging, painting, and interior and exterior decorating branches of the business. The rare skill and taste of the business are provided in the trade, and the extensive patronage reflects the most desirable city and suburban custom.

**E**MMET C. PAUL, Architect and Superintendent, No. 21 East Mohawk Street. Among the prominent and influential members of the architectural profession in Buffalo is Mr. Emmet C. Paul. He was born in Buffalo, where he received a liberal education, and studied his profession with zeal and success under Mr. S. J. Weinger, and on completion he was employed a thorough knowledge and experience in all the various branches. This was supplemented by years of successful and practical experience under the direction of other leading men in the profession. In 1886 he engaged in business on his own responsibility and has since built up a liberal and successful patronage. His business premises are commodious, situated on a high corner of business thoroughfare, and extending to the corner of No. 21 East Mohawk Street, and more important still, a variety of examples of his work are everywhere to be seen in the city. He has designed the construction of many public and private buildings in Buffalo, and the neighboring towns, and is best known for his designs and for executing the same with a high standard. He has been selected from his class as a public school architect and holds the position as an architect and affords every satisfaction to

**E**LBERSON BROS., Home-Made Bread, Cake and Pie Bakery, No. 254 Seneca Street—A reliable and representative firm is that of Messrs. Elbersou Bros., proprietors of the home-made bread, cake, and pie bakery located at No. 254 Seneca Street. No house engaged in this line of trade in Buffalo has acquired a better deserved reputation for the excellence of its productions. It was established in 1888 by Messrs. A. and B. L. Elbersou, and from the start obtained a large and valuable patronage, which is yearly being added to. Both partners are natives of New Jersey, where at an early age they were initiated into all the mysteries of the bakers' art. Their premises consist of a two story brick structure, 12x150 feet in dimensions, their own property. These are fully equipped with the most perfect ovens, machinery, and appliances known to the trade, while the store proper is handsomely furnished and fitted up in the latest and most tasteful style. Here are made and offered for sale all kinds of fancy bake stuffs, a specialty being their home-made bread, for which there is a great demand. Ice cream is also manufactured on the premises and supplied to the trade all over the city. Five experienced pastry cooks and bakers are kept busy the year around in filling the orders of patrons, and as the firm make all the goods they offer to the public, and only the best and purest materials are used in their confection, it is easy to arrive at the reasons for the great popularity of their wares. Two wagons are used in the delivery of goods to any part of the city free of charge, and all orders receive prompt and careful attention. Both partners are young men who have deservedly gained much popularity in trade circles of Buffalo by their unceasing efforts to please their patrons.

**S**TANDARD TRUNK CO., Trunk Manufacturers and Dealers in Bags, Valises, and Travelling Goods in General, No. 242 Seneca Street.—Among the many industries in the "Queen City," that of manufacturing trunks is by no means an unimportant one. It is ably conducted and well represented by the "Standard Trunk Co.," located at No. 242 Seneca Street, with factory and branch store at No. 90 Emslie Street, corner North Division Street. This business was established in 1888 by Messrs. J. W. and H. C. Moran, who are experienced and practical, well versed and familiar with all the details of this special line of manufacture. Having ample facilities in a well equipped workshop and salesroom, the Messrs. Moran carry a large full stock of trunks of all kinds and sizes, and for all purposes, and make a special feature of manufacturing to order theatrical, clothing, shoe, hat, and sample and travelling trunks; in fact, trunks of any kind that may be desired, of any material, in the very best and most substantial manner. Besides trunks, the firm do an extensive business as dealers in valises, bags, and "travelling" goods generally, and can offer better inducement to buyers than any other house. A special department is devoted to repairing, and all work turned out is guaranteed in every respect. Mr. J. W. Moran is a Philadelphian by birth, and Mr. H. C. Moran is a native Buffalonian. They are practical trunk-makers and upright business men. They are doing a splendid business, and besides their local retail trade and the making of sample trunks to order for the mercantile houses, they have a flourishing outside trade, which bids fair in the near future to reach proportions of great magnitude.

**P**ETER J. MUELLER, Fresh, Salt, and Smoked Meats, No. 234 Broadway—No meat market in this section of the city of Buffalo has secured a more enduring hold on the public favor than that now owned and managed by Mr. Peter J. Mueller at No. 234 Broadway. This time honored stand was originally opened by Mr. Jacob Lang in 1860, who in turn was succeeded by Mr. Jacob Weilbacher in 1873, and for the past seven years the present popular proprietor has been at the head of affairs. The market, which is 23x35 feet in dimensions, is cleanly and neatly kept, and provided with all accessories in the way of cold storage, etc. A first class stock is constantly carried, including choice fresh beef, mutton, lamb, pork, veal, lard, sausage, and kindred food products. Mr. Mueller procures his supplies from the most reliable sources of production, which fully warrants him in making the assertion that he can supply his customers with a line of meat products that cannot be excelled for quality, reliability and excellence. Having always been earnest and unflinching in his endeavors to meet every demand of his customers in a prompt and satisfactory manner, he has developed a patronage of great and gratifying proportions,

which is in itself the best possible proof of the superiority of the goods he offers, and of the honorable and straightforward methods that have ever characterized his dealings. Mr. Mueller also has a place at No. 179 Mulberry Street. Although only in its infancy, it has already shown itself to be eminently successful.

**J**OS. M. POLLOCK, Jeweler, No. 749 Seneca Street.—The old established jewelry store of which Mr. Joseph M. Pollock is the courteous proprietor, has always been a favorite with the public, and has enjoyed a wide reputation for first-class goods at moderate prices. Mr. Pollock, who was born in Germany, forty-six years ago, is well known in this community, and has been established in business upwards of a quarter of a century on Seneca Street, and has occupied the premises in which he is now located at No. 749 on that thoroughfare since 1867. He has been successful and prosperous, and won the esteem and confidence of all having dealings with him. He owns the property in which he is located, has fitted up the store in a neat, tasteful manner, and carries a large, valuable stock of rich, elegant jewelry of every description, also gold and silver watches, clocks, silver and plated ware, spectacles, eyeglasses, optical goods, and a great variety of fancy articles, eminently suitable for wedding presents and gifts for all occasions. The stock represents a value of from \$10,000 to \$12,000, and everything sold is fully guaranteed as represented, and a special feature is made of fine watch, clock, and jewelry repairing. Mr. Pollock is not only popular as an upright, honorable business man, but enjoys the distinction of being one of the best practical watchmakers and jewelers in the city.

**P**ETER YOUNG, Dealer in Hats, Caps, and Gents' Furnishings, also Manufacturer of Clothing, Overalls, and Shirts, No. 584 Genesee Street.—At the popular establishment of Mr. Peter Young, at No. 584 Genesee Street, everything pertaining to a gentleman's outfit, from the crown of his head to the sole of his foot, can be procured at fabulously low prices. He occupies one of the most neatly appointed stores on this busy thoroughfare. It is two stories in height, 25x100 feet in dimensions, handsomely fitted and finished, and in every way admirably adapted for the advantageous prosecution of the business. In the clothing department will be found a full line of ready-made garments, manufactured by himself, accurately cut, and ranging in quality from the dress suit to the working overalls. In another department, Mr. Young carries a well-selected stock of hats, caps, etc., of the latest patterns, in all styles, and of all materials. In the furnishing goods line everything that a gentleman's toilet can possibly need is here found in great variety and profusion, a specialty being made of fine dress shirts and imported and domestic neckwear. Ten polite and obliging salesmen during the busy season, assist the proprietor in attending to the wants of his many patrons. Mr. Young is a native of Germany, and established this enterprise nine years ago. He is an active and progressive business man, and conducts an establishment that is an important factor in the commercial prosperity of the city of his adoption.

**A.** WHITE, Watchmaker and Jeweler, No. 543 William Street.—Artistic jewelry has become so essential a part of the requirements of polite society that the former estimation in which it was held, as a relic of barbaric splendor, is exploded and no longer prevalent. A prominent Buffalo establishment engaged in this department of industrial activity is that of Mr. A. White, No. 543 William Street. The business was originally established by Messrs. A. and C. White in 1885, and so conducted up to the current year, when Mr. C. White seceded from the enterprise, which has since been continued alone by the present proprietor. The salesroom, which is elegantly appointed, is 14x30 feet in dimensions. The stock carried is large and well selected, embracing a full and complete assortment of fine gold and silver watches, diamonds, clocks, jewelry, silverware, optical goods, and in fact everything usually found in a first-class establishment of this kind. Only the best and most reliable goods are sold, and customers have the satisfaction of knowing that they receive full value for their money, and that all purchases can be relied on in every particular. Especial attention is given to the repairing of fine watches, clocks and jewelry, all orders being executed in the most prompt and most satisfactory manner.





**D.** BLANDING, Gents' Furnishing Goods, Hats, Caps, Etc., Smokers' Articles a Specialty, No. 530 Seneca Street.—One of the most popular business establishments on Seneca Street is that of Mr. D. Blanding, situated at No. 530 on that thoroughfare. The business is prosperous and flourishing, and was originally established in 1873 by Mr. Daniel Dickinson, who in the present year sold out to Mr. Blanding. The store is commodious and has a depth of 45 feet. Since it has been under the sole ownership of Mr. Blanding he has made many improvements and put in a fine stock of new goods. By his energy and enterprise and liberality he is rapidly adding new permanent customers to the list left him by his predecessor. The stock is full and complete, and in its variety embraces the newest and most popular styles in silk, derby and flexible hats, also caps for men, boys and children, and a wide range of men's furnishing goods, such as fine white and colored shirts, underwear, woolsens, flannels, hosiery, elegant neckwear, gloves, collars, cuffs, suspenders, and everything belonging to the business that is nobby and novel. Mr. Blanding receives the new styles as soon as introduced in New York, and is doing a splendid, substantial business. He is a courteous, polite gentleman, unremitting in his attention to patrons, and leaves nothing undone to accommodate them. Prices are governed by moderation, and all goods will be found strictly as represented. He is a native Buffaloman, and was for a period of twenty-one years an engineer on the Lake Shore railroad. Besides hats and caps and furnishings, Mr. Blanding makes a specialty of all the various articles comprehended under the generic name of smokers' articles, and always has the best of everything in this line at low prices.

**P.** ROGRESS IN ART.—There can be but little question that the American people are year by year becoming more refined in taste and refinement, and that the simple ideas of the primitive settler have given away to the æsthetic notions of a later period. The mansion of the millionaire of the Great Republic will to-day vie with the splendors of the European ducal estate, and it is certain that the homes of the humbler classes of America have more pretensions to refinement than those of their contemporaries on the other side of the Atlantic. This is in a great measure due to a natural incentive of progressiveness, and, again, to the efforts of those business houses whose dealings are restricted to the handling and study of what are termed the fine arts. A prominent Buffalo establishment engaged in this business is that of Wm. A. Robb, No. 340 Connecticut Street, which was established in 1888, and has always enjoyed a substantial and influential patronage. The location in the centre of the west side, outside the bustle of busy streets with their heavy expenses, has many advantages that result to the direct benefit of patrons, and such as the judicious person is not slow to appreciate. The premises occupied consist of a handsome store, admirably equipped and furnished, with workshop annexed. The stock comprises oil paintings, fine etchings, engravings by all the popular artists, easels, mirrors, artistic albums, etc. In the department for the manufacture of picture frames, a vast variety of the newest designs is at the disposal of patrons. Mr. Robb undertakes the hanging of pictures in an artistic manner, and also the rigging of picture frames and looking-glasses at reasonable prices. Indeed all the work turned out is of great merit and excellence, and is equal, if not superior, to that produced elsewhere in this city. West Side Art Store, W. A. Robb, Proprietor, No. 340 Connecticut Street.

**M.** L. STRYKER, Dealer in Fancy Groceries and Choice Meats, Corner 14th and Rhode Island Streets.—This house, originally established by Mr. E. DeLahaut, to which the subject of this brief sketch, M. L. Stryker, recently succeeded, is one possessing superior facilities. His full and complete stock, his honorable and liberal methods of dealing, and his high commercial standing combine to make this one of the most desirable houses of its kind with which consumers can form business relations. Mr. Stryker sells on a small margin of profit, and yet from the extent of his transactions, he realizes a satisfactory return from the business, and has the satisfaction of having at no time stale and unprofitable goods in his stock. He occupies a handsome store, located at the corner of 14th and Rhode Island Streets, where he carries a full and complete stock of fine staple and fancy groceries, and every description of prime, fresh, salt, and smoked meats. Neatness,

order, and system prevail, three polite and obliging salesmen assist the proprietor in attending to the wants of his many patrons, and two wagons are also utilized for the free delivery of goods to purchasers in any part of the city. Mr. Stryker comes from an old Wyoming County family, and was born at Strykerville in that shire, a township named after his respected grandfather. Prior to engaging in business here he was favorably identified with the meat trade in Aurora, this state, and the success he has since achieved is directly referable to his own energetic and well directed efforts.

**E.** DWARD DWYER, Chemist and Druggist, No. 404 Michigan Street, Corner Eagle, Wells Block.—The onerous duties connected with the proper execution of the profession of druggist call for a man with more than ordinary attainments and executive ability. The drug business of Buffalo is carried on by an enterprising class of men, of whom the subject of this sketch, Mr. Edward Dwyer, is a worthy representative. His pharmacy is located in the Wells Block, corner of Eagle and Michigan Streets, is neat and attractive, finely fitted throughout, and handy and convenient in every particular. His stock comprises pure drugs, medicines, chemicals, physicians' supplies the standard proprietary and patent medicines, toilet articles, etc., which are carefully selected for their purity and general standard of excellence. Mr. Dwyer is a native of Canada, and has had twenty-five years' practical experience as a pharmacist, part of which was passed in the employ of the late W. H. Smith, whose pharmacy is still located on the opposite side of Michigan Street. He is also a graduate of the New York Board of Pharmacy, a member of the Erie County Pharmaceutical Association, and has acquired the highest of reputations both in professional and lay circles. He makes a prominent specialty of his prescription department, in which the greatest skill, care and accuracy are the salient features, and all orders are promptly attended to. Personally Mr. Dwyer is one of our most popular business men, and a thorough expert in his important department of professional activity.

**M.** G. HINCKLEY, Fine Grocer, No. 384 Connecticut Street.—Among the popular grocers doing business in this section of the city none enjoy a better reputation than Mr. M. G. Hinckley, who occupies a fine store at No. 384 Connecticut Street. The store is admirably arranged and provided with every convenience for business purposes, and contains one of the finest lines of staple and fancy groceries to be found in this neighborhood. The stock includes canned goods of all kinds, condiments and table delicacies, a specialty being made of first class china and Japan teas. This stock has been selected expressly to meet the requirements of a first class trade, and in it will be found the finest and best that are brought into the city, as Mr. Hinckley has unsurpassed facilities for procuring his supplies direct, and can offer inducements that cannot readily be found elsewhere. He has also the choicest and most fragrant coffees, and the leading brands of family flours, and at all times new and fresh creamery butter, of which he is a superior judge. He was formerly engaged in business in Elmira, and removed to this city in 1884. He looks after the interests of his customers with a zealous care, and guarantees all orders being filled with the best in the market.

**W.** ILLIAM H. HICKS, Book and Job Printing, Nos. 50 and 82 Seneca Street.—The high degree of perfection attained in the typographic art of late years is nothing less than marvellous. In Buffalo some printing establishments are turning out an exceptionally fine class of work, and notably that of William H. Hicks, Nos. 50 and 82 Seneca Street, which is one of the leading concerns of this kind in this city. The premises here occupied comprise an entire 30x185 floor, and these are supplied with ample steam power and completely equipped with the latest improved machinery and a No. 1 outfit, including two cylinder presses, four jobbers, etc., while a dozen or more expert hands are employed. Estimates are furnished on classes of job and book work, and satisfaction is guaranteed, while the prices are always of the most reasonable character. Particular and prompt attention is given to catalogues, and all work executed is done in the very neatest style. Mr. Hicks, who is a gentleman of full middle age, but active and energetic, was born in Maine and raised in Massachusetts. He is a thoroughly practical printer himself, of long and varied experience, and was foreman in various offices in Boston for twenty years.

**P.** H. PHILLIPS, 136 E. 10th St., Tel. 500-2000, is a young man of 27. His father, Dr. H. H. Phillips, is one of the best established physicians in the city, and a serious student of the history of the city, and of its "old stores," and among the most reliable of sources of information. Only well known landowners in the city are more conversant with the history of the city than Dr. Phillips. He is a member of the Board of Trustees of the University of Missouri. P. H. Phillips was born in 1885, and was brought up in St. Louis, and attended the public schools, and succeeded to the business of his father, Dr. H. H. Phillips, in 1915. Both brothers are natives of St. Louis, and were reared to the business under the watchful guidance of their father, Dr. H. H. Phillips. In 1880, their premises having been destroyed by fire, the present commodious structure was at once erected in its place. The building is substantial and handsome structure, 28,800 square feet in area, well fitted up and ordered throughout, and is equipped with all the modern conveniences and appliances for the storage and display of the complete and well selected stock constantly carried. The store includes a full assortment of dry goods, fancy and staple linens, shoes, a general line of men's, youth's, ladies', and misses' boots, shoes, slippers, rubbers, etc. Everything handled is of the best quality, and the reputation of the house is at the for the general excellence of their stock, and the uniformly low prices at which their goods are offered to their patrons. Three able and courteous assistants are steadily employed, and the trade done is one of the largest of the kind in this section of the city. The proprietors are young, energetic, straightforward men of business, who have gained an enviable reputation by the unbroken ability they have displayed in the management of their house, and the equity and liberality of their dealings.

**J**USTICE KOTHELI, President of the Dr. No. 24 Brom-  
ley, says: "The popularity of this fine bakery and confectionery establishment is well substantiated by the fact that its average daily sales are in excess of \$100,000. The business is in favor of less than Mr. J. J. Hick, who, the present proprietor, has been located at No. 24 Dr. No. 24 Bromley, and constitutes the only bakery in this section of the city. The premises consist of an elegant store with baking and manufacturing department in the rear. The latter is supplied with every facility known to the trade, and the former is fitted up with a special view to the satisfaction and protection of the extensive cake and trade industry. The large show window is always beautifully arranged with specimens of fancy cakes, confectionery, and other delicacies, all of which goods are manufactured on the premises. All kinds of plain and fancy cakes, including rich fruit and pound cakes, baly fingers, crullers, jumbles, macaroons, etc., are baked fresh every day, and the regular family trade is always large and constant. A specialty is made of supplying weddings, parties, etc., and every convenience is at hand for frosting cakes, making pyramids and fanciful designs in sugar, chocolate, and other sweet material. Four skillful bakers and confectioners are employed, and a large quantity of delicious sweets is turned out daily. Only the very purest ingredients are used, and the greatest pains are taken to fully merit the first-class patronage that this establishment has always enjoyed."

**J. H. THOMAS**, Dealer in Boots and Shoes, No. 701 Seneca Street.—One of the oldest established among the popular boot and shoe dealers in the eastern section of the city is Mr. J. H. Thomas. He is a thorough going, active, enterprising business man of undoubted reputation, and has made it his aim to please his patrons and to give them full value for their money. He is a native of Germany, a gentleman in middle life, and is esteemed as a business man and useful citizen. He established himself in business in 1863, on the corner of Williams and Jefferson Streets, where he did a prosperous trade for seventeen years. In 1881 he bought the premises now occupied at No. 701 Seneca Street, and moving here in 1885, has continued to do an increasing business to merit the reputation he has won and enjoys. The store, which is very tasteful in its fittings is large and airy, and well stocked with a choice selection of every variety of every description for men, women, and children. The goods are all new and of a character made by the most distinguished manufacturers, and fully warranted in every respect. Mr. Thomas gives his close personal attention to his business, and will be found courteous and obliging, and unrelenting in his efforts to please his patrons. He is a prominent member of the Chosen Friends.

**P**UBL. KNICKBOCK, Boots, Shoes, Dry Goods, Etc., Nos. 391 & 393 High Street. There is no furnishing store in this neighborhood where such a multifarious assortment of wearing apparel is offered for sale as may be obtained in the establishment of Mr. Phil. Knickbock, Nos. 391 to 393 High Street. This gentleman originally started in business in a comparatively small way in 1873, his operations at that time being restricted to the handling of general footware. In 1889, however, he bought out the dry goods and notions interest of Mr. A. Pfeil, and has since conducted one of the leading combination stores of this section of Buffalo. His premises consist of Nos. 391 and 393, utilized as a foot and shoe department, and No. 391 corner of Jefferson re-located to the dry goods and notions interests. In the large and varied stock may be found all styles and varieties of boots, shoes, slippers and rubber goods; dry goods from the richest silks to the cheapest calicoes; ladies' and gentlemen's furnishing goods of every description and a vast array of notions and fancy goods too numerous for particularization in these columns.

**O'BRIAN & SONS**, Merchant Tailors, No. 100 East Seneca Street.—The essential qualifications to achieve permanent success in the fashionable tailoring trade are possessed in an eminent degree by the proprietors of the reliable and liberally patronized house of Messrs O'Brian & Sons, whose handsomely fitted-up establishment is centrally located at No. 100 East Seneca Street. This extensive business was established, thirty-five years ago by Mr. Thomas O'Brian, who conducted it till 1880, when he admitted his sons, Messrs Thomas and Martin J. into partnership. The sons have been thoroughly trained to their calling and are artist-tailors in the best sense. The firm occupies a fine, home four-story building, 25,000 feet in area. They employ constantly fifty first-class tailors, and turn out \$50,000 worth of work annually. Their stock embraces all the latest, seasonable goods, including the choicest fabrics, patterns, and textures. No pains or care are spared to suit the most fastidious, and in point of artistic cutting and careful manufacture, they defy competition. To those who require the highest grade of

**F**RANK KELLNER, Baker and Confectioner, No. 403 Connecticut Street.—One of the best-known bakers and confectioners on the west side of the city is Mr. Frank Kellner, whose cakes, pies, and confections are much sought after by the residents of that fashionable district. This gentleman was born in this city some thirty-six years ago, and has always resided here. After acquiring a thorough knowledge of his trade, he some years ago established his present business, and from the start secured a large and influential patronage. The premises occupied are located at No. 403 Connecticut Street, and comprise an attractively furnished store, 10x20 feet in dimensions, together with a well-fitted up bake-shop, equipped with all the latest and most modern devices and appliances known to the trade. A handsome, cool, and well-lighted apartment in the rear of the store is used as a no-cream parlor, where lovers of the refreshing compound are served with the finest ices to be found in the city, all of which are manufactured on the premises. Four experienced, practical bakers and confectioners are employed, and the house enjoys an enviable reputation for the superior excellence of its products. As none but the purest and best materials are used, satisfaction is in every way guaranteed. Every day plain and fancy cakes, and candies and confectionery are made fresh, also ice cream and ices, a full and well-assorted stock being always kept on hand. The prices are uniformly moderate, and as a consequence there is always a great demand. The trade is a large and profitable one, and covers the whole of Buffalo; two delivery wagons being constantly on the road delivering orders to customers free of charge. All orders are promptly and carefully filled, and a specialty is made of supplying balls, receptions, church fairs, picnics, at reduced rates. Mr. Kellner is a thorough, active, enterprising business man of high repute. He has recently opened two branch stores, one on Virginia Street, the other on Greenwood Avenue, and the patronage there accorded him is as substantial as it is well deserved.

**N**ASSOY BROS., Fine Coach, Coupé, Livery and Boarding Stables, Nos. 400, 402, and 404 Prospect Avenue, Corner Pennsylvania Street, Telephone 1351.—The leading and altogether best equipped boarding, coach, and coupé stable in this section of the city is the well-appointed establishment of Nassoy Bros., Nos. 400, 402, and 404 Prospect Avenue, corner Pennsylvania Street. This is an admirably conducted and first-class place, and for variety and elegance of turnouts, character of accommodations, and general appointments, is not surpassed by any establishment of the kind in Buffalo, while the patronage of the firm is at once large and select. The stable is a fine three-story 55x130 feet brick structure, with neat office and tastefully furnished ladies' waiting room in connection, and is equipped with elevator, speaking tubes, four ventilators, and, in fact, every facility and convenience that money and skill could put in service. It is scrupulously clean, excellently lighted and heated by natural gas, and perfectly ventilated, and has superior accommodations for seventy-five horses and a great number of vehicles. The office is also connected by telephone No. 1351, and seven competent hostlers and drivers are employed, the place being open at all hours. The proprietors exercise close personal supervision over every detail of the business. Horses are boarded by the day, week, or month, at reasonable terms, and carriages of every description are furnished at any hour and for all occasions at very moderate rates, a superb line of coaches, coupés, landaus, victorias, phaetons, buggies, etc., being kept for hire here. Special attention is given to funerals, the firm conducting a general undertaking establishment also, on the east side, and all features pertaining to obsequies and interments are attended to in the most expeditious and superior manner. The Messrs. Nassoy, by whom the stable building was designed, are natives of this city and men of entire probity of character.

**C**HAS. M. TURNER, Boarding, Livery, and Sale Stable, No. 181 Tenth Street.—Mr. Charles M. Turner has been engaged in the boarding, livery and sale business at his present address for the past nine years, and is probably one of the best known men in this part of the city. His stables are substantially constructed, of ample dimensions, and two stories in height. They are well-ventilated, lighted, and provided with drains arranged upon the best sanitary principles, while every attention is given by careful groomers to the care and welfare of the stock. Mr. Turner carries on a general stabling business, taking horses for board, also keeping

on hand for hire and for sale—handsome coaches, landaus, coupés, etc., which are modern in style and appearance. His horses, which are in charge of competent and experienced drivers, are equal to those of any stable in the city. He has usually on hand about fifteen horses and about eighteen wagons of all kinds. Horses and light wagons are let to persons of known responsibility at reasonable rates. Mr. Turner has had many years' experience with, and is considered a high authority in respect of horses. He has a strong attachment for the horses, and consequently takes a deep interest in their welfare and comfort. Mr. Turner is a native of England and has resided in the United States for many years. He is a public spirited citizen, an honorable and straightforward gentleman, and both in business and social circles is highly esteemed.

**F**RED. W. GERKING, Wholesale and Retail Dealer in Fine Cigars, No. 306 Goodell Street, Corner Maple.—The trade in cigars forms one of the most important branches of business in the city, and is conducted by experienced practical men, among whom is Mr. Fred. W. Gerking. He is a practical cigar maker, having learned the trade in Germany, his native country. He has lived in Buffalo many years, and several months ago embarked in business on his own account at No. 306 Goodell Street, since when he has received a flattering encouragement, and is rapidly building up a splendid trade, both wholesale and retail. A two-story building 28x75 feet in area is occupied, and the store, which is neatly and tastefully fitted up, is well stocked with a choice, carefully selected assortment of all the leading popular brands of fine cigars of a superior quality. Mr. Gerking manufactures a number of special brands of fine and medium grade goods, from the best selected tobaccos. Among these brands are the "U. N. O.," the "Little Havana," "C. O. D.," and the "Cuban Star." Mr. Gerking, who is an active go-ahead business man, is young and persevering, and has just cause to be proud of the success he has won in his enterprise. He has a wide circle of friends and acquaintances in the city, and is held in esteem by all having business dealings with him.

**C**HAS. O. HERTLE, Jeweler and Watchmaker, No. 500 William Street.—Prominent among the leading jewelry establishments to be found in this city is that of Mr. Charles O. Hertle, No. 500 William Street. This business was founded four years ago by the present proprietor, at the above address, and since its inception at that date has always obtained a large and substantial patronage. The store is on the first floor, is spacious and commodious, and is fitted up artistically with highly ornamental show cases and counters. His stock comprises a full and complete assortment of fine gold and silver watches, and fine jewelry in all the prevailing styles, also rings, ear-rings, chains, diamonds of the purest water, and other precious stones, mounted in the most unique and latest styles, and other articles to numerous to mention. These articles cannot fail to supply every want, and satisfy every taste at the lowest possible prices, and are warranted as represented in every particular. Special attention is given to fine watch and clock repairing, skillful workmen only being employed, and entire satisfaction assured to patrons. Mr. Hertle is a native of this city, has a large trade, and enjoys the respect and esteem of the entire community. He is a prominent Free Mason, and among that honorable body he is widely and favorably known.

**J**OHAN DANNHEIMER, Pastry Bakery and Confectionery, No. 236 Allen Street.—Prominent among the bakers and confectioners in Buffalo is Mr. John Dannheimer of No. 236 Allen Street. This business was established in 1886 by him, and he has obtained a liberal and influential patronage. He is a practical baker, and his goods are made from the choicest and purest materials. He personally superintends the manufacture of all his goods, which have a high reputation for their wholesomeness and superior quality. Mr. Dannheimer makes a specialty of supplying parties, weddings, picnics, and entertainments with plain and fancy bread, pastry of all kinds, highly ornamental wedding cakes, confectionery, and fancy creams and ices of every flavor, at the lowest possible prices. He is a native of Germany, and has resided in this city many years. Mr. Dannheimer is a very painstaking man of business, and numbers among his patrons many of the best families in the city, by whom he is highly respected both as an honorable tradesman and upright citizen.

**M**RS. J. L. TALLISTON, Chemist and Druggist, No. 807 Seneca Street. This lady is a native of New York, and has been in the city of Buffalo for many years. She is a member of the New York State Pharmaceutical Society, and is a graduate of the New York State College of Pharmacy. She is a member of the Buffalo Association of Women, and is a member of the Buffalo Association of Chemists and Druggists. She is a member of the Buffalo Association of Women, and is a member of the Buffalo Association of Chemists and Druggists. She is a member of the Buffalo Association of Women, and is a member of the Buffalo Association of Chemists and Druggists.

**INTERNATIONAL COPYING COMPANY, No. 23 Seneca Street.** The International Copying Company, one of the many concerns lately established in Buffalo which particularly apply themselves to the engraving of pictures of all kinds, and the execution of crayon work, is conceded by connoisseurs to have rapidly and easily taken the lead in this beautiful and delicate work. Established in 1886 by its present proprietors, Messrs. Charles Goodrich and Alexander Wood, this prominent house now occupies the entire building at No. 23 Seneca Street, 25x50 feet in dimensions, and from a very humble beginning now does one of the largest trades in this branch in the state of New York. Its sales last year amounted up to \$50,000. The galleries, reception rooms, salons, etc., are filled with the choicest exhibits of crayon and similar work, while in the studio a staff of assistants, all ranking high in their art, are kept constantly employed, executing and filling the orders that the numerous canvassers employed by the company gather in from all parts of the city and the territory tributary to it. The orders received from other sources, by mail, express, etc., are also very numerous, and receive prompt attention. Crayon and portrait work are made a special feature of, and the work turned out is highly prized for its excellence in workmanship and artistic finish. Framing department is under the personal supervision of one of the proprietors, and owing to the special facilities enjoyed by Messrs. Goodrich & Wood, their picture frames are unrivalled for quality, elegance and finish, as well as for cheapness.

**THOS. L. TALLISTON, Chemist and Druggist, No. 807 Seneca Street.** The handsomely appointed pharmacy of Mr. Thomas L. Tallist, at No. 807 Seneca Street, although established less than a year, enjoys a full measure of public favor and confidence. The store which is admirably arranged and equipped with all the modern appliances is very complete. Everything about the establishment is new and in perfect keeping with the character of the business. A conspicuous feature is a splendid fountain from which delicious soda and mineral waters are drawn with pure fruit syrups. The laboratory is in the rear and is provided with every thing requisite to secure accuracy in compounding physicians' prescriptions and preparing and dispensing medicines. This department is under the supervision of Mr. Tallist, who has had a long practical experience and is well versed in all the details pertaining to this the most important branch of a well conducted pharmacy. The stock of medicines, chemicals, pharmaceuticals, family necessities, medicines, extracts, etc., is all pure and fresh, and of the highest standard quality. The same care is exercised in the selection and preparation of perfumery, toilet articles, and cosmetics.

**EDWINER'S BAKESHOP, No. 101 Seneca Street.** This establishment is one of the most popular and successful in the city. It is a member of the New York State Bakers' Association, and is a member of the Buffalo Association of Bakers. It is a member of the Buffalo Association of Bakers, and is a member of the Buffalo Association of Bakers. It is a member of the Buffalo Association of Bakers, and is a member of the Buffalo Association of Bakers. It is a member of the Buffalo Association of Bakers, and is a member of the Buffalo Association of Bakers.

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**F. H. RICE, Manufacturer of Light and Heavy Wagons, Sleighs, Bobs, Etc., No. 101 Seneca Street.** This enterprise is one of the oldest of its kind in the city, and was inaugurated in 1831 by Mr. Daniel S. Rice, father of the present owner of the property and business. Mr. Rice, Sr., commenced operations on the Terrace at the corner of Erie Street, where he remained until 1837 when he built and removed to the premises now occupied. The building has a front of 50 feet on Seneca, and extends through to Myrtle Avenue, a distance of 125 feet. It is two stories high and thoroughly equipped with the best appliances for executing work in the most substantial manner. Every attention is paid to manufacturing to order heavy wagons, trucks and express, grocery, milk, and light wagons of all kinds; also sleighs and bobs. For style, workmanship, and durability, the work turned out is second to none, while the prices are as low as those of any other first class makers in the city. Mr. Rice was brought up to this business, and upon the death of his father in 1888 he succeeded to its entire control. He maintains in a highly creditable manner the substantial reputation this establishment has long enjoyed for reliable work. Every attention is paid to repairing and jobbing. Mr. Rice is popularly known and enjoys the esteem of a wide circle of friends and business acquaintances.

**JAMES SCHNEIDER, Merchant Tailor, No. 335 Washington Street.** Among the prominent and old established merchant tailors of this section of Buffalo there are none more capable and competent to cut out and make a stylish suit of clothes than Mr. James Schneider of No. 335 Washington Street. He embarked in business thirty years ago and has occupied his present commodious quarters since 1879. He is a skilled and practical cutter of vast experience has gained a prominence and celebrity that he well deserves, and has won a reputation that places him in the front rank of the leading merchant tailors of this locality. In his store there is always a fine selection of suitings, broadcloths, cassimeres, and vestings in all the fashionable styles of seasonable and desirable goods, so that no one, not even the most fastidious, can fail to find something to please him. Mr. Schneider has been a great success in his business, but he is not content with this, he has been successfully accomplished in the wide and profitable range of patronage he has enjoyed. His reputation is of English respectability, and he is a member of the Buffalo Merchant Tailors' Association.

**W**ATERS & SEYMOUR, Grain Commission Merchants, No. 54 Board of Trade Building.—Of all the great factors contributing to the general commercial activity of this city, there are none that come within measurable distance of the grain trade in point of interest and importance. As a centre of the grain trade in Buffalo is scarcely second to New York, and, with the exception of the metropolis, is the only point to which the product of all the wheat-growing sections converges, while all signs indicate that this city is destined to maintain supremacy in the future. While natural advantages and unequalled transportation facilities have been prime elements in the up-building of this vast interest here in Buffalo, the energy and enterprise of our leading merchants have been equally important features and in this connection more than passing mention is due Waters & Seymour, whose office is located in the Board of Trade Building, room 54. They are general commission merchants for the purchase and sale of wheat, oats, corn, rye, barley, etc., giving special attention to consignments, and altogether their business is exceedingly large, handling over 5,000,000 bushels of grain annually. The house receives from all points in the west, and ships extensively to the Atlantic seaboard, the transactions of the firm equaling those of any grain merchants in Buffalo. The house was established about three years ago, and the unequivocal success that has attended the business from the first abundantly attests the wisdom that inspired the venture, to say nothing of the energy and ability displayed in its management. Messrs. Waters and Seymour, who are prominent members of the Merchants' Exchange, are comparatively young men, and natives respectively of Oswego and Buffalo. They are gentlemen of the highest personal integrity, as well as of enterprise and thorough experience, with a close knowledge of the grain market, and all persons having business transactions with them are assured of finding the same of an eminently satisfactory character.

**W.** BOWEN MOORE, U. S. Pension and Claims Attorney, Nos. 360 to 364 Main Street.—Owing to the necessary legal forms which have been established to protect the pensioner, the average citizen drawing from the bounty of the United States Treasury usually places his claim in the hands of a reliable pension agent, and in Buffalo none has been found more faithful and trustworthy than Mr. W. Bowen Moore, who established this agency eight years ago, where he has every facility for conducting his extensive and steadily growing business. Mr. Moore was late supervising special agent U. S. Treasury Department, and late special examiner U. S. Pension Office. His intimate knowledge of every detail pertaining to the pension bureau renders it comparatively easy for him to push promptly any claim. Much of his business is transacted by mail, and every effort is made to efficiently secure to customers their rights. Mr. W. Bowen Moore undertakes the collection of all kinds of Government claims, and has been remarkably successful in everything he has undertaken. He is prompt, thoroughly honorable and reliable, and is possessed of that practical knowledge of the working of Government Departments that specially adapts him to his present calling. At the outbreak of the Civil War he enlisted as a private in the Second Illinois Cavalry, and was eventually become colonel of the First Texas Cavalry. He was present at eighty actual engagements, and was noted for his bravery and devotion to the cause of the Union. Rejected claims and claims that have been pending a long time are especially solicited.

**T**HE PEOPLE'S MUTUAL LIVE-STOCK INSURANCE COMPANY, No. 14 E. Seneca Street.—The insurance of live-stock against loss by disease or accident is not by any means a new business, but has been in existence in Europe for the past century or more. In this country, however, it is a comparatively new departure in insurance, as may be deduced from the statement that the People's Mutual Live Stock Insurance Company of Buffalo is the first company organized under the revised insurance laws, and chartered by the Insurance Department of the State of New York under such revision. The home office of the company is located at No. 14 East Seneca Street, and agencies have already been established all over the Empire State. The following gentlemen, who are widely and favorably known in business circles for their enterprise and just methods, are the executive officers: Chas. W. Fuller, president.

John C. Thorne, vice-president; Adam Rehm, treasurer; Horace Platt, secretary; James A. Thurber, manager; George S. Thorne, general agent; and Messrs. Laughlin, Ewell and Houpt, the company's consulting attorneys. From its incorporation down to the present time, the company has gained upon public confidence and favor, inasmuch as that it would not be any exaggeration to say that the People's Mutual Live Stock Insurance Company of Buffalo to-day holds a first place among insurance companies of its class.

**D**RISCOLL & FLETCHER, Practical Printers' Machinists, Nos. 78 and 80 Washington Street.—In this city among those having a high reputation in this special industry we find the firm of Driscoll and Fletcher, who are practical and experienced printers' machinists, having a thorough knowledge of all the details connected with the business. They have been associated and established in this city since 1887, and achieved a wide reputation and are generally recognized as the leading representatives in their special line. The premises occupied are commodious, and comprise a workshop 30x40 feet in area, practically arranged and perfectly equipped, and a salesroom 50x40 feet in size, containing a large and varied stock of everything pertaining to the business of the printer and bookbinder, and lithographer, including new and second hand presses of the latest improved kind for executing printing of every description, also book binding machinery and presses, and pulleys, hangers, and shafting and supplies generally. Every care and attention is paid to orders, and we know of no better reference as to the character and standing of the Messrs. Driscoll & Fletcher, or their qualifications as practical printers' machinists than the three years they have been in the city, and the universal satisfaction they have given all who have had dealings with their house. The telephone call is 46.

**E**DWARD C. ROTH & CO., Fire Insurance, No. 230 Main Street.—There is probably no branch of commercial activity which commends itself so directly to the appreciative consideration of business men and property holders generally as that which provides against possible loss through the medium of insurance. As a representative office of this city engaged in this worthy pursuit may be mentioned that of Messrs. Edward C. Roth & Co., located in the marine bank building, No. 230 Main Street. This business was originally established by Messrs. Ferguson & Roth in 1880, with headquarters in the White Building. After the death of Mr. Ferguson in 1885, Mr. Roth formed the present firm, Mr. George H. Hutchison representing the "Co." of the concern, and removal was made to the quarters now occupied. Messrs. Roth & Co. represent the following well known companies, in which they are prepared to write liberal lines on all classes of hazards: Eagle Fire, Home Insurance, Manufacturers' and Builders, Broadway, Park Ins. Co., and Fidelity and Casualty (plate glass) of New York; United Firemen's and Insurance Company, State of Pennsylvania, of Philadelphia; also the Guardian Assurance and Phoenix Assurance Companies of London, England. By their strict integrity and equitable methods they have secured a large and most desirable patronage in this city and vicinity, and are generally esteemed as representative exponents of their important business and worthy citizens of the community.

**J**ACOB REIMANN, Builder and Contractor, Office, Nos. 174 and 176 Elliott Street.—One of the most reliable contractors and builders in the city of Buffalo is Mr. Jacob Reimann, who is a thoroughly practical and expert builder; he was born in Germany, but has been a resident of Buffalo for the last forty-six years, and established this business in 1862. Mr. Reimann occupies a commodious three story building, which is fully supplied with modern appliances, tools, and machinery, and is prepared at all times to contract for the repair or alteration of old premises, or the erection of new buildings, and guarantees entire satisfaction to patrons in every instance. His work is highly endorsed by architects and property owners, and is noted for its stability and workmanship, while his prices in all cases are extremely reasonable. Mr. Reimann is highly esteemed in trade circles for his ability and integrity, and is a popular member of the Builders' Exchange and Business Men's Association.



**J. F. DOLL & COMPANY,** Wholesale and Retail Dealers in Cycles, No. 602 Main Street.—The foundation of the house dates from about a year ago and under the able direction and guidance of Mr. Doll the head of the firm who is unremitting in his efforts, a brilliant success has been achieved and a splendid wholesale and retail business established, which is not confined to the city but is widely diffused throughout all sections of the western part of the state. The premises utilized for the purposes of the business comprise a store 25x175 feet in area and a fine dry basement which is used for storing stock which includes bicycles and tricycles of the best American and English manufacture, and also the popular "Swift," "Ormonde," "League," and "Safeties," and a general assortment of cycle sundries of every description. The house furnishes "machines" and also makes a business of disposing of them on a plan which involves small periodical payments and in this way has sold many hundreds of "wheels" in the city and the adjoining sections. Repairing cycles and safeties is a special feature, the work being executed with skill in the best and most substantial manner at fair reasonable prices. The house carries a stock of cycles valued at from \$8000 to \$10,000, and business is always active and brisk and steadily growing and increasing under the stimulating effects of ample resources, perfected purchasing facilities, business capacity of the highest degree, and the unremitting energy and industry of Mr. Doll, who is young, active, energetic, and persevering. He is widely known and very popular in this community, enjoying a wide circle of friends and acquaintances among wheelmen and the citizens generally.

**LOUIS NOELLER,** Wholesale Furniture Manufacturer, Wood Turning of all kinds, No. 47 Louest Street.—Among the reliable and representative houses actively engaged in the manufacture of furniture in Buffalo is that of Mr. Louis Noeller at No. 47 Louest Street. Mr. Noeller is a native of this city, and established his present house in 1880. From the start, through strict attention to business, and upright and equitable dealings, he has enjoyed a large flourishing and permanent trade. The premises he occupies are his own property, and comprise a dwelling house in the front, with factory 30x30 feet in dimensions, and two story high, in the rear. This latter is thoroughly equipped with all that is requisite to the transaction of a large and first-class business. A force of skilled and competent workmen are employed, and all kinds of furniture produced to order at short notice. The house is noted for the superiority of the materials used in the confection of its goods, as well as for the excellent workmanship displayed. The trade done is a large and widespread one, covering the whole city, and is exclusively wholesale, jobbers only being dealt with. Mr. Noeller is a practical wood turner and carver, and is prepared to execute any kind of work in this line, all orders receiving prompt attention. The prices charged are invariably moderate, and favorable terms are granted to dealers. He is highly esteemed by all with whom he has dealings.

**ANTHONY E. EHRENRICH,** Dealer in Stoves, Ranges, Joiners' Tools, General Hardware, Lamps, Coal Oil, Etc., No. 313 Elk Street.—In this city among those actively engaged in the business, we find Mr. Anthony E. Ehrenreich, who, although a young man, has had considerable experience in the trade, and is also a practical tin and sheet iron worker, and for a period of fifteen years was employed in the house of Shepard, Sidney & Co. He embarked in business on his own account in 1887, since when he has been successful and won the esteem and confidence of all having dealings with him. The store occupied has a depth of 100 feet, and contains a large and varied stock of general hardware, mechanics' tools, cutlery, shelf goods, nails, etc., and also house keeping and kitchen furnishing goods, and parlor and cooking stoves, and ranges containing the latest improvements, and lamps of every description. Mr. Ehrenreich has a well equipped workshop, and gives his personal attention to doing all kinds of tin, copper, brass, and sheet iron work, and repairing stoves and ranges, and attending to jobbing in everything pertaining to his business. Estimates for work are given, and orders always receive prompt attention. Popular prices prevail, and a splendid business is being carried on. Mr. Ehrenreich is a German by birth. He came to this country many years ago and located in Buffalo in 1870. He is well known and popular as an upright, honorable business man, and a member of the C. M. B. A.

**N. MOERSHFELDER,** Barbers' Supplies and Cutlery, Nos. 501 and 503 Main Street.—This business was established in 1850 by Mr. N. Moershfelder, who conducted it till 1887, when he died after a successful and honorable career. He was succeeded by his widow, who has appointed her son, Mr. E. C. Moershfelder, manager. The premises occupied comprise a spacious floor, 25x100 feet in area, with a well equipped workshop in the rear. The business is both wholesale and retail, and the stock includes all kinds of barbers' supplies and cutlery, concave razors, tailor and barber shears, bones, clippers, razor strops, combs, etc. Mr. Moershfelder also attends carefully to grinding and repairing, the work being done by steam power at short notice, while a specialty is made of concaving razors. Six skilled workmen are employed, and the trade of the house extends throughout western New York and Pennsylvania. Orders are carefully filled at the lowest possible prices, and entire satisfaction is guaranteed to patrons. Mr. E. C. Moershfelder is a native of Buffalo. He is highly esteemed by the community for his business ability and integrity, and is very popular in trade circles.

**T. & E. DICKINSON,** Dealers in Diamonds, Rubies, Watches, Jewelry, Etc., No. 354 Main Street.—This business was established by Mr. Thos. Dickinson in 1849, in a store on Main Street, opposite the old Phoenix Hotel now the Tift House. Mr. Dickinson moved to his present quarters in 1875, and eventually took in his wife, Mrs. Elizabeth Dickinson, into partnership, the firm being known by the style and title of T. & E. Dickinson. The premises occupied comprise a spacious store 25x132 feet in dimensions. Here an unusually large assortment of diamond goods can be seen, as well as gold and silver watches, rubies, sapphires, pearls, emeralds, solid silverware, clocks, silver plated ware, brass and optical goods, canes, novelties, etc., while special attention is given to repairs. The firm does all its own diamond mounting, and possesses many matched stones of rare beauty which cannot be readily duplicated elsewhere, while the prices quoted for all goods are extremely moderate. This store is the resort of the best people of Buffalo and its vicinity, the class who recognize and appreciate artistic taste, genuine value and the highest grade of workmanship. Any one requiring the finest goods in the jewelry line cannot do better than visit Mr. and Mrs. Dickinson, who are noted for their honorable methods, and whose success is as substantial, as it is well merited.

**REICHEL & SCHEUNEMAN,** Pattern Makers, Nos. 80, 82, and 84 Terrace.—Messrs. Reichel & Scheuneman are skilled mechanics, and are particularly expert in designing and making draughts of intricate and complicated mechanism, and produce patterns from models with that intelligent apprehension and promptness that have given them a reputation not excelled by any others in the city. All kinds of working and experimental models and patterns are made to order at short notice, and special attention is given to turning, jig, band, and circular sawing. The workshop on the third floor of the building, Nos. 80, 82, and 84 Terrace, is perfectly fitted up and equipped with special machinery and appliances operated by steam power, constant employment being afforded a force of four skilled workmen. Both members of the firm are well known to manufacturers and inventors, and their ideas, opinions, and suggestions are sought for and appreciated throughout this section.

**MARK MITCHELL,** Dealer in Groceries and Provisions, Etc., Corner Cherry and Spruce Streets.—Among those who have attained prominence in the grocery and provision line is Mr. Mark Mitchell, whose elegant and attractive store is located on the corner of Cherry and Spruce Streets. This business was established in 1869 by Mr. Mitchell, who has since built up a large and substantial trade. His store is 30x125 feet in dimensions and is elegantly fitted up; a fine display is made therein of choice groceries, condiments, and delicacies for the table, not surpassed by any other house in the same line in this city. The stock also embraces the finest flour, creamery butter, tins, coffees, spices, wines and liquors of a superior quality, the most noted and popular brands of Havana and domestic cigars, and fruits and hermetically sealed goods of foreign and home productions. The prices asked for all goods are very reasonable. Mr. Mitchell was born in England and came to Buffalo from that country forty years ago. He is widely known and highly respected as a public spirited and useful citizen.





**ELMER L. DUNCAN**, Real Estate and Insurance, No. 36 Niagara Street.—A successful and energetic business man of the city of Buffalo, is Mr. Elmer L. Duncan, real estate and insurance agent and broker, whose well appointed and handsomely furnished offices are located at No. 36 Niagara Street, in Room 20 of the Real Estate Exchange Building. This business was established by him some ten years ago and from its inception his perseverance, industry, and high qualifications secured an extensive and very influential patronage. In March 1889 he removed to the cheerful and well equipped quarters now occupied by him, and which are centrally and conveniently situated, and easy of access from all parts of the city. The business done is a very large one, and includes the buying and selling of real estate both city, suburban, and farm lands, the leasing of property, collection of rents, and general management of property for absent landowners. Loans and mortgages are also negotiated on the most favorable terms, tax and title searches are furnished, etc. He is an extensive owner of real estate in this city and vicinity, and offers for sale or exchange some of the choicest lots in the market, in the most desirable quarters for building purposes. His long experience and thorough knowledge of the values of realty render him a safe and prudent counselor in such matters, and intending investors cannot do better than seek his advice, which he is always willing to give when it is sought for. In addition to his real estate business, he also does a general fire insurance business, and is the local representative of the well known and responsible American Insurance Company. Policies are written by him in the best companies at low rates, and all claims are promptly adjusted and settlements effected without delay. Mr. Duncan was born in Allegheny County, N. Y., and has resided in Buffalo some ten years. He is successful and popular, while his methods are liberal and highly reliable.

**F. HAINZ**, Fine French Millinery, No. 592 Main Street.—An exceedingly fine and very complete assortment of everything in the line of French millinery is always displayed here, including all the latest novelties, while the prices prevailing are maintained at the lowest possible figures. Hats and bonnets are altered and trimmed, in like manner, in the very best style of the milliner's art, a number of expert hands being regularly employed; and patrons are assured of getting prompt and polite attention in every instance as well as an excellent article and satisfactory treatment in this deservedly popular emporium. The store, which is centrally located, is spacious, neat, and attractive, and several courteous sales-ladies are in attendance, the proprietor himself exercising personal supervision over the entire establishment. The stock, which is large and elegant, includes bonnets and hats in exquisite shapes and styles, and in great variety; rich and beautiful feathers, plumes, flowers, beads, etc.; also superb silks, satins, plushes, ribbons and fashionable millinery goods of every description. Mr. Hainz, who is a gentleman somewhat past the meridian of life, but active and energetic, was born in Germany, but has long been a respected resident of Buffalo. He has been in business in this city since 1869, and was formerly located on corner Genesee and Oak Streets, moving to the present commodious quarters some two years since. Mr. Hainz, who served in the German army for six years in his youth, was a compeer of Carl Schurz, General Franz Siegel, and the other brilliant sons of the Fatherland, who some forty-two years ago inaugurated the movement for the overthrow of monarchical institutions in Germany, and took part with them in the revolution from 1848 to 1850.

**JOHN DEVLIN**, Meat Market, No. 41 Niagara Street.—Mr. John Devlin is one of the leading and most representative houses engaged in supplying the trade of the city of Buffalo with meat products, and the very great extent of the business done and the quality of the patronage enjoyed indicate very clearly that no choicer products are to be found in any other meat market in the city. All the leading hotels, such as the Iroquois, the Niagara of Buffalo, the Cataract, and International, of Niagara Falls; and many others obtain from this establishment the prime meats for which their table is renowned; the Wagner Palace Car Company, are also daily supplied for their dining car service, as well as the most fashionable boarding houses of the city, and the wealthiest and most prominent families. Few passenger boats running into this port,

but are also supplied, and to meet the demands of this very large trade, forty-five head of beef alone are weekly slaughtered, besides a vast quantity of veal, lamb, and mutton. Mr. Devlin is a native of Ireland and has resided in Buffalo twenty-nine years. He established this business in 1861 in premises situated on Court Street, from which he removed to his present handsome and commodious quarters at No. 41 Niagara Street, some six years ago. Nothing but the finest stock is handled, the facilities of the house for securing first-class grades from all parts of the country being unsurpassed. The fine store where these prime goods are offered to the public is large, cool, and in every way fitted for the large business transacted in it. It is 30x84 feet in dimensions, and provided with every convenience for the prompt filling of the large and numerous orders received. Six skilled assistants are steadily employed, and three delivery wagons are found requisite for the conveyance of goods to all parts of the city, which is done free of charge. Orders transmitted by telephone (No. 1019) receive immediate attention, while prices charged are very moderate. Mr. Devlin has had thirty years' practical experience in his business, and no man is held in higher esteem by his numerous customers. He is prominently connected with the Catholic Mutual Beneficent Association, and is universally popular with all classes of the community.

**BARTLETT, FRAZIER & CO.**, Grain Commission, No. 30 Board of Trade Building.—Among the large commission firms of the country having representation in Buffalo, who make a specialty of handling grain exclusively, is that of Messrs. Bartlett, Frazier & Co., of Peoria, Chicago, Evansville and Terre Haute. The individual members of this well known house are Mr. C. A. Bartlett, conducting the Peoria branch of the firm; Mr. W. H. Bartlett and Mr. F. F. Frazier, who controls the Chicago interest; John Kuhn, who, as a member of the firm of Bartlett, Kuhn & Co., manages affairs in Evansville and Terre Haute, and Mr. C. A. Warfield of No. 30 Board of Trade Building in this city. The trade of the house is confined to no particular section, as they ship grain to all parts of the United States, as well as to foreign ports. They handle all grades of grain, from the highest to the lowest, principally in car load lots, and their sales undoubtedly rank among the largest in central and western New York and the eastern states. The firm is very popular wherever it is known. Its reputation for square and honorable dealing was established long ago, and this is giving them a large and ever increasing business and permanent prosperity. All shippers of grain to the eastern markets are interested in knowing the commission houses that are conducted on legitimate business principles, and this house may certainly be considered a representative one in its line of trade. It is possessed of ample capital, long and valuable experience, and exceptionally fine facilities for disposing of all consignments promptly and to the best advantage. The house is duly represented in the Board of Trade of Chicago and Buffalo Merchants' Exchange.

**W. S. O'BRIEN**, Apothecary, Corner Eagle and Niagara Streets.—One of the most active and enterprising druggists in Buffalo is Mr. W. S. O'Brien, whose fine establishment is so elegantly and centrally located at the corner of Eagle and Niagara Streets. This business was founded in 1874 by Mr. J. W. O'Brien, who in 1877 was succeeded by his brother, Mr. W. S. O'Brien, the present proprietor. The store is 20x80 feet in area, and is very attractive and elegantly fitted up, and contains a fresh and complete stock of drugs and medicines, all approved proprietary remedies, and a select assortment of toilet articles, perfumery, etc. Mr. O'Brien devotes special attention to the compounding of physicians' prescriptions, and promptly and accurately fills all orders in this department. The special feature of this house is "purity and accuracy." The store contains a handsome and ornamental soda fountain which cost upwards of two thousand dollars. Mr. O'Brien is a thoroughly competent druggist and a valuable member of the Erie County and New York Pharmaceutical Associations. He puts up a valuable line of compounds which meets with a ready sale and makes his tinctures and most of his fluid extracts. Mr. O'Brien is a native of this city and personally is one of our most popular business men, and has built up the highest of reputations as a thoroughly reliable and responsible member of the professional community.



**H** EINHOLD & RODEBAUGH, Shippers of Grain and Mill Feed. No. 53 Board of Trade Building.—In presenting a reliable reflex of the representative business houses of the city, however, the magnitude of whose transactions, the prominence of whose proprietors, and the unblemished character of whose commercial integrity, have contributed to the general well being of the city's trade, and justly entitle them to notice in these pages.—we take pleasure in submitting to our readers a brief sketch of the house of Messrs. Heinholt & Rodebaugh, as one eminently deserving of consideration. The business was founded in 1882 by the present proprietors, Messrs. John G. Heinholt and James H. Rodebaugh, and since its inception the house has been a prominent factor in the grain and mill feed shipping trade of Buffalo. The copartners are active members of the Merchants' Exchange, Mr. Rodebaugh being a trustee of that organization, to which both give a valuable support. Mr. Heinholt is also a member of Post-Williamson, G. A. R. During the war he served in the 187th New York Volunteer Infantry, acquiring himself with credit throughout his term of service. The firm occupy a commodious office in the Board of Trade Building, command ample resources and influential connections, and carry on general operations as shippers of grain, and mill feed, making a specialty of mill feed, making most of their shipments to the eastern markets. The business is conducted up on a basis of liberal and fair dealing, and Messrs. Heinholt and Rodebaugh's past record is a most promising indication of prosperity and usefulness.

**J** OHN E. SMITH & SONS, Patentees and Manufacturers of the "National" and Buffalo Double Crank Meat Choppers and Mixers, Etc., No. 50 Broadway.—Mr. John E. Smith started the manufacture of meat chopping machinery upwards of twenty-two years ago, and the cordial reception by the trade of his superior style of machine compelled early enlargement of facilities, and has also resulted in Mr. Smith still further improving and increasing the capacity of his machines. He reared his sons to the trade and admitted Mr. Edwin R. Smith to partnership in 1880, followed by Mr. Albert Smith's admission in 1889. In 1876 the factory was removed to its present location, No. 50 Broadway, a fine building of three and four floors, 25x300 feet in dimensions. The outfit of metal working tools and machinery is complete, and is run by steam power, affording employment to upwards of thirty-five hands in the manufacture of the National and Buffalo double crank meat choppers and mixers combined. The firm has been victorious in every competition over all other makers, and was the great prize winner for exhibiting the best meat choppers at the International Exposition held in Paris, France, in 1889, also getting first prize at Hamburg, Germany, and Cincinnati, O. The splendid testimonials these machines have secured unsolicited from all the principal members of the sausage and butcher trade of the United States is alone a sufficient indication of their marked superiority. They are being exported all over the world, and the business is developing at a rapid ratio, reflecting the highest credit on the partners. The firm also manufacture full lines of stuffers, lard presses, and butchers' tools of all kinds, and is emphatically the world's leading representative in its line.

**M.** J. WEBB, Manufacturer of Wagons and Carriages, No. 132 Elk Street.—Among the most successful and enterprising establishments engaged in the important local industry of carriage making in Buffalo that owned by Mr. M. J. Webb, occupies a leading position. This house was founded in 1867 by Messrs. M. J. Webb and M. J. Carvey. In the following year the latter retired and Mr. M. J. Webb then formed a partnership with his brother, Mr. E. L. Webb. In 1869 another brother, Mr. Win Webb was admitted into partnership, but the latter subsequently retired and the business was then carried on by Messrs. M. J. and E. L. Webb, as copartners until January 1880, when Mr. G. L. Webb withdrew from the firm, leaving the present proprietor in sole ownership. The premises occupied for the purposes of the business are located on the corner of Marion and Elk Streets, comprising a two story frame building having an area of 30x100 feet, and are fully equipped with the latest improved tools, machinery and appliances known to the trade. Here from five to ten skilled hands find steady employment. All orders for the making and repairing of buggies, carriages, wagons, and other light and heavy vehicles are satisfac-

torily filled. Himself a practical carriage maker, Mr. Webb gives his personal supervision to all work performed in his establishment, and no work is allowed to leave it that is not first-class in every particular. Only the best materials are used in the construction of vehicles, and the products of his factory are renowned for their durability and excellence, as well as for the superior quality of their finish. A fine assortment in this line is constantly carried, from which purchasers can gratify the most fastidious tastes at prices which few similar establishments can duplicate. A very large trade in this city and throughout the neighboring districts has been built up, and the demand for this firm's make, taxes the resources of the house to the utmost to keep it supplied. Mr. Webb is a native of Ireland, and came to Buffalo in his boyhood in 1850. He has since that time lived in this city, and enjoys a just popularity in trade and business circles.

**J** OHN MESMER, Boarding, Livery, Coach, Coupe, and Cabriolet Stables, Nos. 7 to 15 Carlton Street.—As a convenience to the general public there are few institutions which can compare with the livery and boarding stable system of America. One of the most popular and successful representatives thereof in Buffalo, is Mr. John Mesmer proprietor of the boarding, livery, coach, coupe, and cabriolet stables, at Nos. 7 to 15 Carlton Street. This house was opened in 1880 and has always commanded a liberal and influential patronage. The stables are spacious and commodious, comprising two floors, 100x115 feet each, with a carriage house 58x100 feet; thoroughly equipped with every requisite, well ventilated, lighted and drained, and every care and attention is given to horses entrusted to the house by experienced grooms and stablemen. First class accommodations are provided for fifty four horses, and the boarding branch of the enterprise is largely patronized by our best citizens. In the stock of horses to let will be found those suitable for ladies and invalids, as well as others noted for their speed and staying qualities, and the same can be hired for business or pleasure, day or night, at a very moderate terms. Among the vehicles are included elegant coaches, landaus, coupes, victorias, surreys, cabriolets, carriages, buggies, and road wagons, and the proprietor is noted for having the most stylish equipages of any stable in the city. He is also prepared to furnish funerals, wedding parties, and excursions with any number of carriages at the shortest notice, and employs reliable and experienced drivers only. His trade is large throughout the city and vicinity, especially among the wealthy classes, and the business is steadily increasing under enterprising and reliable management. Orders by telephone No. 824 receive immediate and careful attention either by day or night, and all transactions are placed upon a substantial and satisfactory footing. Mr. Mesmer is a native of Buffalo, and one of its best known citizens; was superintendent of the gas works for thirteen years, has served as one of the board of supervisors, is a prominent fireman, a member of the F. & A. M., and the Livery Men's Association, and is eminently popular with his host of friends and patrons.

**W** M J. WHITE, Civil Engineer and Surveyor, No. 30 Law Exchange Building.—There is not one among the younger civil engineers and surveyors of Buffalo, who sustains a higher reputation for skill and reliability than the gentleman whose name heads the present sketch. He is a thoroughly expert draughtsman and practical surveyor, of ample and successful experience in all branches of civil engineering, and is, in short, complete master of his art. He has been established since 1884, and from the first has been steadily winning his way to favor and recognition, his business extending all over Erie County. Mr. White, whose residence is at No. 250 Dearborn Street, occupies commodious, well appointed offices, in the Law Exchange Building (Room No. 30), opposite City Hall, with telephone connection (No. 63), and is assisted by three competent draughtsmen. He is prepared to make surveys, plans, maps, and drawings, at short notice, and guarantees perfect satisfaction in every instance, designs, estimates, etc., being promptly furnished on application. Special attention is given to laying out property in building lots while construction is personally supervised; also, bridges, aqueducts, water works, etc., being tested, and reports thereon submitted likewise; and all work entrusted to this gentleman is certain to be performed in a most skilful and trustworthy manner.

# ILLUSTRATED THE QUEEN CITY OF THE LAKES.



THE QUEEN  
CITY OF THE LAKES.

**B**ATTERSON & CO. General Commission Merchants Nos. 16 and 169 Scott Street. This business was established in 1865 by Messrs. N. D. and J. W. Batterson who bring great practical experience to bear, coupled with an intimate knowledge of every detail of the produce trade and the requirements of jobber and retailers. The premises occupied comprise a spacious three-story brick building, fully equipped with every convenience for the accommodation and preservation of the well-selected and choice stock. The firm deal largely in butter, cheese, eggs, poultry, fruits of all kinds and vegetables, potatoes, apples, etc., which are daily received from the best producing sections of the country. The stock, moreover, are made on consignment of first class produce and prompt account sales rendered, while buyers and shippers will secure material advantages by consigning to this responsible firm. Messrs. Batterson & Co. are highly regarded in trade circles for their integrity, and for the permission to the following viz: The National Bank, Buffalo, N. Y., All Mercantile Agencies, B. S. Garmon & Co. B. S. Greenleaf Street, New York, C. Wilkinson & Son, Philadelphia, Pa., W. H. Bowdler & Co., Boston, Mass., Hon. P. L. Briggs, Middleton, Del., C. H. Weaver & Co., Chicago, Ill., Morrison & Co., New York City, all the two express and twenty five cash, fifteen per cent in Buffalo, N. Y.

**C.** MILLER BROS. Caps and Gents' Furnishings, No. 796 Broad Way. Mr. Miller established this enterprise in 1884, and has since become widely known as a leader of fashion in his line of business, and is always among the first to introduce the new styles as soon as they make their appearance in the metropolis of the state. He occupies an elegant and commodious store, 25x40 feet in dimensions, its elegant plate glass show windows and interior appointments rendering it one of the attractive features of the neighborhood. The stock carried is an exceptionally well-selected and comprehensive one, exhibiting great credit upon the taste and judgment displayed by its proprietor in its purchase. Popular prices prevail likewise and no effort on the part of Mr. Miller is spared to please and satisfy the most critical and fastidious of his customers. He is of German nationality and has now resided in Buffalo since 1879. He is a prominent member of the A. O. U. W. and other social and protective organizations.

**F. P. MANSHART, Printing, Binding, Etc., No. 31 East Huron Street.** The competition in this particular line of industry has necessarily been great, but the result has been correspondingly satisfactory. To the general public, as a higher standard of perfection has been attained. Foremost among the ranks of general printers, binders, engravers, and electrotypers is the house of Mr. F. P. Manshart. This enterprise was originally established on Genesee Street by Mr. Frank Marx in 1878, to whom the present proprietor succeeded two years later, locating at the quarters he now occupies in 1887. These premises consist of a spacious and commodious steam power equipped floor, having dimensions of 60x120 feet. Throughout this establishment there pervades a system of order that facilitates the transaction of business and makes the house a pleasant one with which to establish business relations; while the work here executed is unrivalled in quality and general excellence by the productions of any contemporary house of its size in the same line of business in Buffalo.

**J. BELL, Dealer in Fresh, Salt, and Smoked Meats, No. 36 Elk Street Market.** One of the most enterprising butchers doing business in the Elk Street Market is Mr. J. Bell, the popular occupant of Stall No. 36. Having had a long subordinate experience in the trade in the employ of Mr. John Kelly, and having been in business for the past twelve years on his own account, he is fully qualified to carry on the same to the best possible advantage for his customers. His staff is a model of cleanliness and order, and is filled at all times with a valuable and extensive stock of fresh, salt and smoked meats of every description. Mr. Bell has developed a fine patronage both in the city and country, and promptly disposes of all engagements entrusted to him. His stock is selected with great care and excellent judgment to meet the wants of a critical trade, and his prices compare favorably with those of any of his competitors. While a large family trade is entered to a specialty is made of supplies to lake shipping, hotels and restaurants, and orders are delivered free of extra charge in any part of the city. All orders are given immediate attention, and no effort is spared to give the fullest satisfaction to all patrons. Mr. Bell is a

native of Buffalo. He is a progressive, enterprising business man, and the success he enjoys has been won by sheer merit.

**G. HOLES, Manufacturer of Church Organs, Nos. 172, 174 and 178 Elm Streets.** This gentleman has long enjoyed a national reputation for the superiority of his products, and the enviable name his establishment bears in the trade has been thoroughly merited. Mr. Hulse who is now in his 64th year, but still active and vigorous, first began business in 1850 at Hopkins County, N. Y., continuing there up to 1874, when he removed to Buffalo, where he has since prosecuted his industry with unimpaired success. During the lengthy period he has been in business, Mr. Hulse has manufactured some five hundred instruments, and every pipe entering into their make-up was voiced and tuned by him. The factory is comprised in a three-story brick building, 25x40 feet in dimensions, and it is admirably equipped for the every appliance and implement required for the correct prosecution of the industry. Mr. Hulse is a native of the state, having been born in Johnston, Montgomery County. He has a won credit for his business and social circles, and commands the respect of those to whom community he has sterling integrity and honorable business conduct.

**J. LESTON, Cabinet Maker and Upholsterer, No. 47 West Erie Street.** In speaking of this branch of industry, it is a mention should be made of the old-established and prosperous establishment of Mr. J. Leston, who started in business as far back as 1870 and has since its inception to the present day steadily built up a large and prosperous trade now occupying a position of well merited prominence and prosperity. The material features a line of fine upholstery and furniture, all hand made, and maintains a reputation second to none for the general excellence of his products, alike in beauty of design, excellence of workmanship and elegance of finish. Special attention is given to recovering, varnishing and polishing parlor and antique furniture; spring beds and mattresses are made to order and every description of repairs is promptly attended to. The premises occupied comprise two spacious and commodious floors, each 25x40 feet in dimensions. Mr. Leston is a man of foresight and intelligence, of push and business enterprise.

**JOHN HANS, Boots and Shoes, No. 104 Broadway.—This establishment is spacious and commodious, elegantly fitted up with every convenience for the comfort of patrons. The stock is purchased direct from the leading manufacturers and offered for sale at the lowest possible prices. This stock consists of a large assortment of boots, shoes, rubbers, slippers, and gaiters, for ladies', gent's, misses', youths' and children's wear. Custom work and repairing being the specialty of the house, patrons can rely on his great practical experience, unerring judgment, and excellent business methods, and he turns out goods at once elegant, durable and easy fitting, and at astonishingly low rates, considering the workmanship and the quality of material used. Mr. Hans is a native of Germany and has resided in the United States for the past four years. He is a practical shoemaker of many years' experience, and thoroughly understands his business in every detail. Personally he is very polite, honorable and thoroughly reliable in all his dealings. He has built up an enviable reputation and is in every respect a thorough business man.**

**JOHN HOFFMAN, Baker, No. 188 Genesee Street.** Prominent among the bakers and confectioners in this section of the city is Mr. John Hoffman, No. 188 Genesee Street. This firm was established in 1878, by the present proprietor, and since its inception at that date, has built up a liberal and substantial patronage. Mr. Hoffman's experience in the business dates back many years, and he understands the trade thoroughly in all its details. His store is elegantly fitted up and stocked, and all the ingredients used in the making of his fancy bread, pies, cakes, confections, etc., are perfectly pure and free from anything but sound quality. He personally supervises the preparations of all his articles, and instantly employs three first class bakers and confectioners. He makes a specialty of supplying weddings and parties with cakes and fancy cakes of all description, at the lowest possible prices. Many of his patrons are leading residents of this city, by which he is highly respected as an honorable tradesman and an upright citizen. He is a native of Buffalo.

**J. H. PARDEE**, Manager of the International Collection Company, No. 36 Niagara Street.—There is no more valuable assistant to the professional man, merchant, or tradesman than the collector of accounts, book debts, etc., who relieves him of the trouble and loss of time necessarily incidental to this branch of every well-regulated business. Among the small number of reliable houses to be found in the city of Buffalo who devote their whole time and attention to this important branch, few have in so short a time gained such a wide and well-established reputation for business-like methods, quick collections, and prompt returns at moderate rates than the International Collection Company, of which Mr. J. H. Pardee is the able and efficient manager. This responsible house was established in 1890 under its present management, and within the few months that have elapsed since its introduction to the business public it has succeeded in securing the unlimited confidence of all those having dealings with it. A specialty is made of adjusting all classes of unpaid claims and accounts, and the numerous and influential connections it has established throughout every part of the United States and Canada enable it to make collections with that promptness and despatch which render such a concern of practical usefulness to its patrons. The offices of the company are centrally located in the heart of the business district, at No. 36 Niagara Street, where every facility has been provided for the perfect transaction of this important business. Mr. Pardee is a young and energetic man, who by his executive ability has inspired the confidence, consolidation, and regard of the public. He is a native of Syracuse, N. Y., and is a valuable acquisition to the ranks of our business men. He is a graduate and Bachelor of Arts of Hamilton College.

**A. H. FIELD**, Manufacturer of Hat and Bonnet Frames, No. 8 West Mohawk Street.—One of the oldest houses in Buffalo actively engaged in the manufacture of hats and bonnet frames is that of Mr. A. H. Field, who established this business in 1890 at No. 391 Washington Street, and eventually in February, 1890, removed to his present eligible and commodious premises, No. 8 West Mohawk Street. Mr. Field is one of the most skillful, tasteful, and reliable manufacturers of ladies' hats and bonnet frames in buckram and soft crowns, and in this line actively conducts a large wholesale and retail trade, sparing no pains to maintain the highest standard of excellence in all articles leaving his establishment. He also bleaches straw goods of every description, and reshapes ladies' hats and bonnets of all kinds. Manufacturing everything in his stock, he can conscientiously recommend it and guarantee entire satisfaction to jobbing and retail buyers. His trade extends all over New York, Pennsylvania, and their neighboring states, and reflects credit upon his honorable methods, enterprise, and energy. Mr. Field is a native of the state of New York, and is worthy of all confidence, while the facilities enjoyed by him for the manufacture of his goods are very complete. He can in every respect be relied on, not only for his complete knowledge of every detail of his business, but also for the upright manner in which all transactions with his house are distinguished.

**L. F. ENDE**, Photographer, No. 537 William Street.—A leading and representative Buffalo photo-artist is the gentleman whose name forms the caption of this sketch, Mr. L. F. Ende, who was born in Saxony, although he has lived nearly all his life in this country. At an early age he served his time and acquired the degree of knowledge then attainable in his profession in this city with the DeFov Bros., and in 1870 opened a photographic establishment at Salt Lake City, Utah, where he remained for the succeeding sixteen years. Coming east, he opened a studio in Buffalo in 1886. Mr. Ende counts among his numerous patronage a high-class city and suburban custom, and has long been respected as a leading and prominent photo-artist, whose success is but a just tribute to his indefatigable and able efforts in his profession.

**W. M. F. EMERY & CO.**, Dealers in Fine Shoes, No. 456 Main Street.—A prominent house engaged in this line of trade is that of Messrs. William F. Emery & Co., No. 456 Main Street, and founded in 1875. The premises occupied are 20x100 feet in dimensions, and very attractively fitted up with every convenience and appliance for the accommodation of the large stock. The assortment constantly on hand comprises a full line of ladies', gents', misses', youth's, and children's fine shoes, in all sizes and styles, both for house and street wear. This firm carries a large

line of the make of the best manufacturers, and their stock for elegance and completeness is unsurpassed by that of any contemporary concern in this city. The business of this house is both wholesale and retail, the specialty being custom work and repairing, which is promptly and neatly done, at very moderate charges. Mr. Emery is a native of New York State, and has resided in this city for the past ten years. Personally, he is greatly respected by the community as an honorable business man and upright citizen, and justly merits the success attained by his perseverance, skill, and energy.

**C. MOELLER'S SON**, Dealer in Groceries, Provisions, Etc., No. 118 Cherry Street, Corner Locust.—A representative house in the grocery and provision trade is that of Mr. C. Moeller's Son, located at No. 118 Cherry Street, corner of Locust. This popular corner grocery was originally founded by Mr. C. Moeller, Sr., about twenty-two years ago, he being succeeded by his sons, Messrs. Justus and George Moeller, in 1884, the present proprietor, Mr. Justus Moeller, assuming the sole management during the current year. The store is commodious, admirably arranged, tastefully appointed, and provided with every modern convenience. Mr. Justus Moeller offers special inducements to buyers in first-class teas, coffees, spices, sugars, flour, canned goods of every description, bottled goods, table delicacies, condiments, crackers, butter, cheese, eggs, also feed, baled hay, and straw. These are all marked down to popular prices. Orders are collected daily, and goods are delivered free to all parts of the city, and no effort is spared to satisfy every patron. Personally, Mr. Moeller is a courteous, agreeable gentleman, and a business man of enterprising and progressive methods.

**J. HAUENSTEIN**, Grocer, Corner High and Lemon Streets.—This gentleman has now been engaged in the business for the past four years, and by strict attention, coupled with a straightforward system of honorable dealing, he has created quite a large and lucrative trade connection. Mr. Hauenstein owns the eligible premises where he is located, they consisting of an eligible two-story frame building 25x32 feet in dimensions, and otherwise admirably adapted for the advantageous prosecution of the business. The stock carried embraces pure teas, coffees, sugars, flour, canned goods, butter, cheese, lard, eggs, sauces, condiments, table delicacies, laundry supplies; also crockery, ales, wines, liquors, and cigars. Popular prices prevail, and Mr. Hauenstein is ably assisted by the members of his family in the conduct of the operations of the house. He is of German nationality, now a resident of Buffalo for many years past, where he enjoys the respect and esteem of his patrons and trade competitors alike.

**DANFORTH & CLARK**, Steam and Hot Water Heating Engineers, No. 391 Washington Street.—This business was established in 1886 by Messrs. John W. Danforth and Robert W. Clark, who have since built up a liberal and influential patronage in all sections of Buffalo and its vicinity. Messrs. Danforth & Clark erect promptly steam and hot water heating apparatus and also attend carefully to the ventilating of buildings of every description. Their work is unrivalled for reliability, efficiency, and excellence, while their prices in all cases are extremely moderate. They occupy a spacious store, 30x125 feet in area, where they keep constantly on hand a full supply of requisites. Both partners are natives of Buffalo, where they are highly regarded by the community for their mechanical ability, skill, and integrity. They are popular members of the Builders' Exchange, and of the Master Steam Heaters' Association.

**W. M. COULSON**, Wholesale Druggist, No. 1818 Seneca Street.—Mr. Coulson, who is a gentleman of middle age, is a thoroughly responsible pharmacist of some twenty-four years' experience in his profession, and is a graduate of the Ontario College of Pharmacy. He is a member of the Buffalo Pharmaceutical Association, also of the Retail Druggists' Association, and maintains an A. No. 1 standing in commercial circles. The business premises comprise three 20x60 floors, with a well equipped retail department in connection, and a large staff is employed, including several competent prescription clerks. An extensive and first class stock is constantly kept on hand, and physicians' prescriptions and family recipes are prepared in this pharmacy in the most careful and accurate manner in every instance from absolutely pure and fresh ingredients at bottom prices, and altogether the business is of a very substantial character.

**W**HEAT'S ICE CREAM COMPANY, W. S. Wheat, Proprietor; Factory No. 72 Elm Street, near Eagle, Office and Parlor, No. 188 Main Street. Although established but a year and a half, no house has secured such a wide-spread and influential patronage in the city of Buffalo as that of Wheat's Ice Cream Company, of which Mr. W. S. Wheat is the proprietor and manager. This gentleman for eight years conducted a similar enterprise at North Elmira, N. Y., and in April, 1889, removed to Buffalo as a larger and more promising field for his extensive operations. The business carried on by this company is that of wholesale and retail manufacturers of plain and fancy creams, ices and jellies, a specialty being made of shipping ice cream and individual bricks. The premises occupied as workrooms are located at No. 72 Elm Street, and comprise a substantial building, 5,500 feet in dimensions, neatly appointed, and thoroughly equipped with the best and latest perfected machinery and appliances for the manufacturing of the choice goods produced. Ten skilled hands are here steadily employed, and personal supervision is given to the details of the business by the proprietor, who is in every respect a thoroughly practical man, and one conversant with all the requirements of his business. The factory is in telephonic connection with all parts of the city and vicinity, as is also the office and parlor, the latter being situated at No. 188 Main Street. The factory telephone call is No. 945 D., and that of the office No. 945 A. The parlor is sumptuously furnished in the most approved style, and has a seating capacity of thirty-five, where the products of the house can be sampled at all seasons of the year. The stock constantly on hand comprises vanilla cream in bulk, hard and ready for use, for soda fountains, hotels, boarding houses, churches, excursions, etc.; lemon, orange, and raspberry ices, vanilla, orange, strawberry, and chocolate, French creams; any of the above flavors being put up singly or together, in bricks. All other flavors are made to order, and only the finest material is used in their manufacture. Orders left or transmitted to either office or factory, or left at the company's private mail box at No. 188 Main Street, receive prompt attention, four wagons being constantly in demand for the delivery of goods. The trade generally is also supplied at most reasonable rates and on liberal terms. The business covers the entire city and vicinity, and its extent may be gathered from the statement that from four to five hundred quarts of cream are daily disposed of. On one Sunday alone in the hot season the sales reached the large figure of 175 gallons. Mr. Wheat is a native of North Elmira, and since his advent in Buffalo business circles has secured the confidence and esteem of all with whom he has come in contact.

**N**ICKLIS & JONES, Importing Tailors, No. 265 Main Street. As prominent representatives and skilled exponents of the merchant tailoring trade in the city of Buffalo, due mention should be made of the recently organized firm of Nicklis & Jones, whose headquarters are centrally and eligibly located at No. 265 Main Street. This house was opened during the winter of 1889, and from that time to the present, it has always been regarded as one of Buffalo's most reliable sources of supply for well made and perfectly fitting garments. The firm occupy two spacious and commodious floors of the building No. 265 Main Street, for manufacturing and sales purposes, and are in a position to guarantee the prompt and perfect fulfillment of all orders and commissions. There is exhibited one of the finest stocks of cloths and trimmings to be found in the city. It is complete in material, design, and novelty, and the very best sources of American and European production have contributed to its wealth. The proprietors devote their entire time and talents to fine custom work, and the garments made by them to measure are recognized as simply perfection in style, fit, and artistic workmanship. To seek their services one is to be their patrons always. Among their permanent customers are very many of Buffalo's best dressed citizens, gentlemen old and young, who understand the merits of a thoroughly first class tailor, and who find in Messrs. Nicklis & Jones' establishment, not only a line of goods that is at all times superior, but a place where the general make up, fit, and trimmings of a garment is a matter of careful consideration and study. The copartners are both accomplished masters of their art, fair, liberal, and conscientious in all their dealings, and young men of high social standing, wide popularity and thorough reliability, who have simply won success by honestly deserving it.

**R.** CHAMBERLIN, Patent Attorney, No. 114 Chapin Block. Of confidential and intimate relations existing between patent attorney and his client require on the part of the former the exercise of great tact and discernment, as well as the most scrupulous activity in the prosecution of his client's business, in order that the latter's interest may never be endangered. Now, when engaged in the pursuit of this profession in the city of Buffalo is better or more fully endowed with these essential qualifications than Mr. R. Chamberlin, whose well appointed offices are located at No. 114 Chapin Block, on West Swan Street. Mr. Chamberlin has been in the successful practice of this profession in the adjoining city of Toronto for eight years, where by his experience and ability he soon acquired a large and influential clientele. In 1885 his increasing American patronage led him to open a local office in this city, and his success has been as remarkable here as beyond the Canadian border. Foreign patents are made a specialty of by him, he has numerous and careful correspondents in the capitals of the principal American and European countries. All information sought for by mail or otherwise is promptly and fairly furnished. Papers are intelligently and carefully prepared, and patents are procured as speedily as possible. Mr. Chamberlin has been a resident of this city a number of years, where he is held in high esteem by all who have the pleasure of his acquaintance. His services are highly appreciated by all who have had occasion to make use of them as the many testimonials in his possession, in every case unsolicited, give evidence of.

**H.** HUME & CHOUTTE, Real Estate, No. 306 Main Street. One of the most enterprising and prosperous firms engaged in the handling of realty in Buffalo is that of Hume & Choute, with offices at No. 306 Main Street. They are general real estate and fire insurance brokers, and are doing a large and flourishing business, their clientele, which is of a most desirable character, constantly growing. City and country property of every description is bought, sold and exchanged, on commission, by these gentlemen, who give personal attention to the collection of rents and the management of estates. They are prepared to negotiate loans and mortgages and investments are judiciously placed, while risks are effected in first-class fire companies at lowest rates compatible with absolute security, and persons having business transactions with Messrs. Hume and Choute are assured of finding the same of an entirely satisfactory character. This well known and reliable real estate agency was established in 1884 by A. K. Hume, who conducted the same alone up to about a year ago, when he associated with him in partnership R. M. Choute, and under their joint management the business has since been continued with increased success. Messrs. Hume and Choute, who are gentlemen in the prime of life, and natives of this city are men of strict integrity, as well as of energy and enterprise, and have won success by honestly deserving it.

**H.** M. MONTGOMERY, Wall Paper, Window Shades, Etc., No. 255 Main Street. A house that has for almost three quarters of a century been an active factor in the commercial development of the Queen City of the Lakes is that now conducted by Mr. H. M. Montgomery, who is one of the best known merchants in the city. The establishment dates its foundation back to 1818, the proprietor being S. Wilkins. In 1865 the business came into the hands of the Messrs. Montgomery Bros., continuing under their joint control up to 1885, when Mr. H. M. Montgomery became the sole proprietor. This gentleman has had an experience of some forty years in his present line of business, and he can be expert in all its branches, understanding fully how to best meet the requirements of the public. The premises occupied for the enterprise are comprised in a four story building 28,000 feet in dimensions, conveniently arranged, and fully stocked in all its departments. Both a wholesale and retail trade is supplied an active demand being given. Mr. Montgomery employs a force of skilled hands, and gives particular attention to the execution of paper hanging, free-swing, and general interior decorating, all work in this line being executed in the most finished style of the workman's art. Estimates, based upon the most reasonable scale of prices, are promptly furnished upon application, and all contracts undertaken are completed without delay.

**W**ILLIAM SCHEU, Dealer in Family Flour, Mill Feed, Corn, Oats, Salt, Pressed Baled Hay, Straw, Etc., Nos. 241 and 243 Genesee Street, near Corner of Michigan—One of the oldest, most representative and reputable business houses located on the east side of the city is that of Mr. William Scheu, dealer in family flour, mill feed, corn, oats, salt, pressed baled hay, straw, etc. It was established in 1864 by the present proprietor in the same premises still occupied at Nos. 241 and 243 Genesee Street, near the corner of Michigan Street. These premises comprise a commodious store with basement, having an area of 58x100 feet, and provided with all modern conveniences. There is always to be found a large and valuable assortment of choice commodities which are obtained from the best producing sections of the country. Flour from the best known mills of the country is handled in very large quantities, also mill feed, corn, and oats, in all of which lines an extensive trade has always been the appanage of the house. Salt from the best producing wells of both this state and those of Michigan and Wisconsin, also from the salt mines of Ontario, is offered in quantities to suit purchasers. Pressed baled hay, straw, etc., are also carried, and lively men and others having the care of horses will find it to their advantage to place their orders with Mr. Scheu, who, purchasing directly from the producers, is in a position to offer advantages which cannot be obtained from any similar concern. He is his own buyer, and, being thoroughly conversant with the requirements of the trade, his stock is always of the freshest and most desirable quality. A specialty is made of timothy, clover, and other field and garden seeds, and the prices are invariably fair and equitable. The business has from very small beginnings grown to ample proportions, and is now one of the largest in this part of the state, its patrons being found in every county of western New York. Mr. Scheu is a German by birth, and has resided here since 1845. He is a prominent member of the Ancient Order of United Workmen, and takes an active interest in the welfare of the Orphans and several other German singing societies with which he is connected. He is a leading citizen and deservedly esteemed by all who have the honor of his acquaintance.

**Q**UEEN CITY HIDE HOUSE. Nathan Wolff, Proprietor; No. 32, 34, 36, and 38 Lloyd Street, Telephone No. 112.—One of the oldest and most reliable concerns in Buffalo extensively engaged in the sale of hides, calfskins, etc., is that of Mr. Nathan Wolff, whose Queen City Hide House is located at Nos. 32 to 38 Lloyd Street. This business was originally established twenty-five years ago and was conducted by Mr. Wolff at various places in the city until 1888, when, to secure better accommodation, he purchased Mason's Tannery at No. 210 Scott Street, and this he specially fitted up for his business. In 1890 Mr. C. J. Hamlin, in order to extend his glue business, purchased this property from Mr. Wolff at a price amounting to \$30,000 above the sum paid for it by Mr. Wolff, who then removed to his present location on Lloyd Street, where he has more and better accommodation than he ever had before for the successful carrying on of his business. The building is four stories high and 73x80 feet in area, and admirably equipped. Here Mr. Wolff keeps a large and well selected assortment of hides and calfskins, pelts, wool, tallow, grease, glue stock, switches, cracklings, etc. He handles only the best and most reliable hides and other supplies, and quotes always the lowest market prices. His sales for the past year amounted to 40,000 hides. Mr. Wolff also manufactures oleo oil, of which he produces 15,000 lbs. a week. His trade extends throughout the eastern, middle, and western states, and he also exports to Europe. Mr. Wolff was born in Germany, but has resided in Buffalo for the last 35 years. He is a liberal, practical, enterprising, and honorable business man, whose success in the hide trade of Buffalo is as substantial as it is well deserved. Mr. Wolff makes liberal advances when required on consignments of hides, skins, etc., and guarantees at all times quick sales and immediate returns.

**W**URTZ & SCHMAHL, Manufacturers of Elevator Buckets, Etc., Nos. 26, 28 and 30 Lloyd Street.—A branch of industry of a very useful character in Buffalo, is the manufacture of elevator buckets. In this connection special reference is here made to the progressive and reliable firm of Messrs. Wurtz & Schmah, whose office and factory are located at Nos. 26, 28, and 30 Lloyd Street. This business was established in 1880 by Mr. James Storms, who conducted it until 1887, when the present firm assumed

the management. The copartners, Messrs. Philip Wurtz and Jacob Schmah, bring great practical experience to bear, coupled with an intimate knowledge of every detail of this industry, and the requirements of patrons. The factory is a commodious three-story and basement building on the canal. The various departments are fully equipped with the latest improved tools and appliances, operated by steam power. There are 16 skilled hands are employed, who turn out 50 elevator buckets daily. The firm's elevator bucket consists of a malleable iron frame and brace cast in one, with a four cross tin body riveted to frame. The rounding bottom prevents cutting of the belt when dipping in the grain. Buckets made in this style deliver better and hold more than any others. The firm's buckets are now in use in all the Buffalo elevators with two exceptions. Messrs. Wurtz and Schmah also make a specialty of corrugating and painting coverings for elevators and malt houses, and make to order tin and sheet-iron work of every description. All work turned out by this firm is made of the best materials, and is unrivalled for finish and workmanship, while the prices quoted in all cases are extremely reasonable. Orders are promptly filled, and the trade of the firm in elevator buckets extends throughout the entire United States and Canada. Mr. Wurtz was born in Germany, but has resided in Buffalo forty-six years. Mr. Schmah was born and has always resided in Buffalo. They are highly regarded for their mechanical skill and integrity, and are very popular in trade circles. Mr. Wurtz has been elected alderman (Republican) for the Seventh Ward from 1886 to 1890, two terms, and is one of our public spirited citizens.

**J**ULIUS FISCUS, Dry Goods, Notions, White and Flannel Shirts, Etc., No. 14 Lemon Street.—A popular, prosperous, and excellently conducted dry goods emporium in this section of the city is that of Mr. Julius Fiscus, located at No. 14 Lemon Street, the centre of a rapidly growing district of Buffalo. Mr. Fiscus is a native of Germany, but left the Fatherland in 1865 for this country. Here, blessed with a sound education and fortified by an energetic and persevering spirit, he has worked for and achieved a substantial and permanent success in which he may well take pride. For some years he has been a teacher in Zion, St. Peter's, St. Marcus, and now in St. Jacobus' German and English parochial schools, the whole covering a period of over twenty-five years, positions he has filled with creditable ability. In 1881 Mr. Fiscus augmented his field of enterprise by establishing a first-class dry goods store at the above given address, handling reliable goods only, buying and selling strictly on a cash basis, and he has subsequently built up a large and most desirable patronage. The premises occupied comprise a two-story building, 22x75 feet in dimensions. The upper portion is used for living purposes. The store is tastefully appointed and contains a \$5,000 stock of foreign and domestic dry and fancy goods, notions, white and flannel shirts, and ladies' and gentlemen's furnishings of all kinds, including all the latest novelties and styles. As Mr. Fiscus buys solely for cash he is enabled to quote the lowest prices, and bargains are at all times to be found at his counters. Customers are shown every polite attention, and are guaranteed the best of values in all their purchases.

**W**ILLIAM GISEL, Harness, Saddles, Trunks, Etc., Nos. 532 and 534 Genesee Street.—Among the prominent manufacturing establishments exercising considerable influence in the trade is that of Mr. William Gisel, No. 532 and 534 Genesee Street. This house was founded by its present proprietor in 1873, and has always enjoyed a liberal and influential patronage. Mr. Gisel manufactures and deals in fine harness and saddlery of every description. His reputation for the workmanship extends throughout the city and environs. Road, truck, and driving harness, both single and double, constitutes the principal production of the house, and has obtained a standard reputation for excellence and durability, and finds a ready market wherever introduced. The premises occupied are very commodious, and are stocked with a complete assortment of saddles, brilles, whips, blankets, robes, brushes, also fine hand-sewed trunks and travelling-bags. Harness is made to order in the best manner from first-class material, and every description of repairs is promptly attended to. Mr. Gisel is a native of Switzerland, and prior to locating in Buffalo was for two years identified with the harness industry at Corv. Pennsylvania. He is a prominent member of the Independent Order of Old Fellows and Royal Arcanum, and we cheerfully commend his house to our readers as one that will give universal satisfaction.





**L.** HUNT & SON, Vessel Brokerage and Marine Insurance, No. 302 Main Street.—Whatever may be said, and said truly, as to the decay of America's ocean shipping interests, such animadversions will hardly hold good when applied to her progressiveness in the matter of navigating her great inland lakes. The ports of Buffalo, Detroit, Cleveland, and other points furnish indeed an apt illustration, by a glance at their crowded wharves and the numerous house-built craft which throng them, that maritime decadence at any rate is the reverse of observable, nay, that progress in such direction of a most marked character has taken place within the last few years. In such connection we make reference to the recently established firm of L. Hunt & Son, ship brokers and marine insurance agents, No. 302 Main Street. The office of this firm was opened January 1, 1890, and from existing auspices bids fair to become a leading one in its line in the near future. The business of the house relates to the placing of all kinds of marine insurance risks, and Messrs. Hunt are not only enabled to offer very superior inducements, but, in consequence of the companies they represent, can guarantee a sure and prompt adjustment of all losses that may occur. They also buy, sell, and charter vessels, ship freight on commission, and handle all cargoes consigned to them. Anything, in fact, pertaining to the vessel brokerage and commission business is given careful and prompt attention by the firm, who have the best of facilities for carrying out commissions satisfactorily. The senior member of the firm, Capt. Lyman Hunt, has been shipmaster and owner on the lakes for the past thirty-four years, and in all matters relating to inland navigation is probably the most experienced authority in the port of Buffalo. The office details of the house devolve upon his son, Mr. James P. Hunt, who has acquired a thorough knowledge thereof during several years' subordinate clerkship served in one of Buffalo's leading brokerage firms.

**B.** IDWELL & BARROWMAN, Wholesale and Retail Dealers in Wall Paper, and Interior Decorations, Window Shades, Mouldings, Etc., No. 351 Main Street.—For a comparatively young firm, Bidwell & Barrowman, wholesale and retail dealers in wall paper and interior decorations, No. 351 Main Street, upstairs, first floor, have acquired an excellent patronage. Handling a superior class of goods, prompt and reliable in executing orders, and withal exceptional low in their prices, these gentlemen have been enabled to build up the prosperous trade they deservedly enjoy. The business was established some two years ago by F. M. Reynolds & Co., who were succeeded by the present proprietors, under whose energetic management it has since been conducted with increased success. They occupy compact quarters as office and salesrooms at the location indicated, employing several expert assistants, and keep in stock always a full and fine assortment of wall-paper and borders, in plain and artistic designs and exquisite patterns, elegant friezes, room mouldings, window-shades and kindred articles in quite a variety. Paper hanging and decorating are done also in the very best style of the art, at short notice, all work executed being warranted first-class, while orders by mail or otherwise receive immediate attention. Messrs. A. C. Bidwell and F. T. Barrowman, who compose the firm, are both young men and natives respectively of Buffalo, and Scranton, Pa., the latter residing in this city some thirteen years. Mr. Barrowman was formerly with Mr. George Holmud in the wall-paper business for eight years, and Mr. Bidwell was formerly connected with the concern of Loomis & Bush for two years, and with that of A. Newport & Co. for four years. Both are practical paper hangers themselves of ample experience and high class artistic taste, as well as gentlemen of good business qualities, and unless all signs fail their popularity and prosperity are bound to endure and increase.

**R.** USSELL & WATSON, Copper, Tin, and Sheet Iron Workers, Etc., Nos. 139 and 141 Main Street.—The business carried on by this firm is that of steamboat, copper, tin, and sheet-iron workers, manufacturers of French wrought steel ranges, and makers of patent lens signal lamps and headlights for vessels, steamers, yachts, etc. The premises utilized for this extensive industry are a four-story stone structure, containing two stories, each having an area of 20x70 feet, situate at Nos. 139 and 141 Main Street, in close proximity to a well known landmark, Buffalo's Liberty Pole. They are fitted up with costly and perfected appliances and machinery

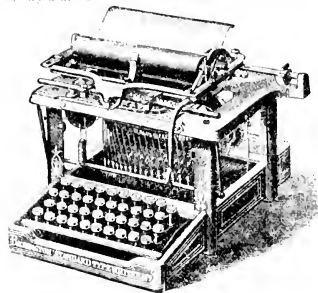
for the successful carrying on of the large manufacturing business done in them, and the display of what is probably the largest stock of its kind carried by any similar establishment in Buffalo. The goods of this house are known far and near, throughout the entire sections of the states that border on the great lakes, and indeed throughout the United States, as well for their intrinsic merit, excellent workmanship, durability and quality of materials used in their production, as well as for the very moderate rates at which they are placed before the public. The business is both wholesale and retail. A specialty is made of lens signal lamps and headlights for vessels, and many of the craft that have sailed the lakes during the past thirty years but have been equipped with them. No better evidence of their value and worth can be quoted than their continued popularity and the ever growing demand for them, after so many years of trial. Wrought-iron ranges and heavy hotel ware is also manufactured on the premises, to order or otherwise, and all kinds of jobbing work in copper, tin, and sheet-iron work is done. Twenty skilled workmen here find steady employment at all seasons, under able and competent foremen, and the personal supervision of the heads of the establishment.

**O.** TTO KIEKBUSCH, Manufacturer of Fine Cigars, Etc., No. 499 Main Street.—A successful and one of the most reliable cigar makers in Buffalo, is Mr. Otto Kiekbusch, whose store is located at No. 499 Main Street, between Mohawk and Genesee Streets. This business, which is both wholesale and retail was established January 1852 by Mr. Kiekbusch, who has since built up a liberal and influential patronage in all sections of New York and Pennsylvania. The premises occupied include a commodious store 30x50 feet, and a spacious workshop 20x75 feet in area in the rear. Here twelve skilled cigar makers are employed, and only fine goods are manufactured, a specialty being made of the brands "Carolina" (5 cent) and of the "O. K." (10 cent) cigars. These cigars are made from choice selected stock, and in fine quality and uniform excellence challenge comparison with any similar productions in the country. Orders are promptly filled at the lowest possible prices, and the proprietor also deals in imported and Key West cigars, fine cut smoking and plug tobacco and smoking articles. Only the best goods are handled, and are fully warranted to be exactly as represented. Mr. Kiekbusch makes a specialty of the manufacture of "Asthma Cigarettes," which are recommended by the best physicians of Europe, and have accomplished a multitude of cures of this obstinate and persistent disease. Mr. Kiekbusch was born in Germany, but has resided in Buffalo for the last twenty years, where he is highly regarded in trade circles for his enterprise and integrity.

**A.** F. GEBHARD, Paper, Card-board, and Printers' supplies, No. 224 Washington Street.—This is, in all respects, a very complete and first-class printers' warehouse, and has a large, active trade, the business being of a wholesale character principally. The premises occupied are spacious and commodious, and are well ordered in every department, while an efficient staff is employed in the concern, with a representative on the road besides. An extensive and excellent stock is constantly carried on hand, including news, book, rag, straw, and printing paper of every variety; also manilla and wrapping paper of all kinds, card-board of every description; and are special agents for the Gordon Press, although any style of press is in stock or can be supplied; also special agents for the Cleveland Type Foundry, or type will be supplied from any foundry. Printing ink is also kept on hand in large variety, and all orders for anything in the lines above indicated, receive immediate attention. The prices quoted are as low as the lowest prevailing in any New York house for the same class of goods, while every article sold here is warranted as represented; and persons having dealings with this reliable concern are assured of finding the same of an entirely satisfactory character. The business was established in 1884 at No. 209 Washington Street, and under the style of the Buffalo Card and Paper Company was conducted at the location mentioned, up to about three years ago, when the present proprietor assumed control, and moved to the commodious quarters now occupied. Mr. Gebhard, who is a gentleman in the prime of life, is a man of push and energy, thoroughly conversant with the business, and has won his success by deservingly it.

**W**YCKOFF, SEAMANS & BENEDICT, Dealers in Remington Typewriters and Supplies, No. 31 East Street, M. A. Crossman, Manager. At the present day, in the art of writing with type several machines have been produced, some of which, others too defective to perform that is claimed for them, and so none of them really and truly become popular. Fortunately the perfected Remington typewriter was introduced by Messrs Wyckoff, Seamans & Benedict, whose Bufile machines under the

sanction, wheelwrights, contractors, and builders, employ most mechanics and artisans, tools, pocket and table cutlery, house furniture, goods, refrigerators, stoves, bladders, clothes, wingers, in fact everything comprehended under the head of general light hardware, as well as farm and garden implements, the celebrated Garland and other stoves and ranges, heaters, furnaces, oil and gas stoves, etc. A specialty is made of metal roofing, spouting, setting leaders, tin snags, also factory work of all kinds. Estimates are furnished and contracts entered into and executed promptly, satisfactorily, and at lowest figures, while particular attention is given to a prompt, home made, and complete, Mr. Kraft is justly entitled to success in his career.



afforded is credit to management of Mr. M. A. Crossman is located at No. 31 East Street. Mr. Crossman took charge of the office in September, 1884, since which period he has built a liberal and influential patronage in Buffalo and the surrounding counties. The Remington typewriter is the standard principle of writing machines, and it is a patented device, which is entirely the construction of a successful and practical typewriter. The Remington is the result of twenty years of experience with many devices, as there is not a typewriter to be found that has yet been reached. It meets the demand, and is used throughout the world, and so it is not at all a never go back to the pen. It will do all one's writing in one third of the time required to do it with the pen, and without the fatigue which attends pen writing. In fact, the Remington is the best and most effective typewriter in the world, while its price, considering its superiority, is extremely moderate. The Buffalo store, at No. 31 East Street, is spacious, and is fully stocked with these splendid typewriters, also, thespians, ribbons, carbon and typewriter paper, etc. Mr. Crossman is a native of Batavia, N. Y., but has resided for the first fifteen years in Buffalo, where he is highly respected by the community for his energy and integrity. Those interested regarding a really first class typewriter should buy a Remington, which is undoubtedly the best in existence, and not waste their money on worthless machines that are now flooding the market.

**H**ENRY KRAFT, Manufacturer of Copper, Sheet Iron, and Tin Ware, General Dealer in Hardware, Tools, Stoves, Cutlery, House-furnishing Goods, Lamps, Etc., No. 10 Genesee Street. Enjoying a most enviable reputation for all productions in this line, and also for straightforward business methods, is Mr. Henry Kraft, No. 10 Genesee Street. Born in Germany and coming to this city in 1848, he learned his trade at an early age and embarked in business on his own account in 1859, and from the start has enjoyed continued prosperity. The premises comprise three commodious floors, each 28x75 feet in dimensions, admirably adapted for business and manufacturing purposes. The workshop is fully equipped with all necessary machinery, tools and appliances, and convenient is furnished a full force of experienced workmen. The customers of this establishment are the best of the copper and sheet iron work for house-hold building and manufacturing uses. These are produced from the very best materials and first class workmen's skill. A large assortment of goods for household and commercial purposes is to be found on side at lowest prices. Here, too, may be found everything in the line of stoves, and general hardware, cutlery,

**H**USHER'S GREAT CASH STORE, Dealer in Finest Teas, Coffees and Spices, and all kinds of Fine Groceries, Nos. 310 and 324 Commercial street, Corner Broadway Avenue.

The great success which has attended the efforts of those who have adopted the exclusively cash system of dealing with their patrons, to whom they are thereby enabled to offer the best goods in the market at low cash bottom prices, has no better illustration in the city of Buffalo than the prosperous and thriving house of Mr. John Husser, known as teas, coffee and spices, and choice fruit groceries, at Nos. 310 and 324 Commercial street. This gentleman was born in Germany fifty-two years ago, came to this country when five years of age, learned the trade of a carpenter and painter, and subsequently established his present business on High street, whence he removed ten years ago to his present spacious and well adapted quarters, where he has a large and fully furnished store 30 feet in dimensions, thoroughly equipped throughout with all the latest appliances and devices for the rapid handling and efficient display of the large and carefully selected stock so profitably earned. The latter comprise everything in the line of fancy and staple groceries, including fresh crop, Oolong, Hyson, Young Hyson, Japan, and China teas; fragrant Mocha, Java, and Rio coffee, ground and in the bean; whole or ground spices, imported and home-canned goods in great variety; foreign and domestic fruits, nuts, crackers, the finest brands of flour from the best American mills, German, English, and American mustards, pickles, sauces, relishes and condiments; olives and export cheese; creamery and dairy butter and cheese; received fresh eggs daily from the country; sugar-cured hams, breakfast bacon, etc. The trade is a very extensive one, four clerks being busily employed. One of his cases is promptly filled and delivered free of charge to any part of the city. Goods are sold for cash only, enabling patrons to obtain valuable necessities at much lower rates than if sold on time. Mr. Husser is a prominent member of the Catholic Mutual Benefit Association, and is recognized as one of our most reliable merchants, whose popularity is general with all classes of the community.

**C**HARLES MAYER, Orchard Park Farm and Jewett Stock Farm Milk Dealer, Farms at Orchard Park and Marilla, Depot, No. 805 Niagara street, Corner Massachusetts. Upon the purity of the milk supply much of the public health depends. Milk has been described by chemical experts as the "perfect food," but in order to secure its best fit it is necessary that it be absolutely pure. Thus it is of the utmost consequence that consumers should obtain their supply from dealers with a reputation for dealing in a strictly reliable article. Mr. Charles Mayer of this city is well known as such a dealer, and he is also the leading milk merchant in Erie county. Mr. Mayer is a good specimen of the "self-made man," having been thrown upon his own resources at the age of fourteen, but by pluck, push, thrift, energy, and ceaseless industry he has steadily risen, until he is now one of the best known and most prosperous of Buffalo's representative business men. Though he has been sixteen years in business, he is now but in his thirtieth year and works as industriously as he ever did, rising at half past two o'clock every morning and working till afternoon. He runs eleven milk wagons, and handles 800 gallons of milk daily, while the amount of his business transacted yearly amounts to \$50,000. Mr. Mayer's milk depot is at No. 805 Niagara street and his milk farms are at Orchard Park and Marilla and East Aurora. Only the best quality milk is handled, and consumers have their wants supplied at popular prices, regardless of being gratified. Mr. Mayer is a native of Buffalo, has a lot of friends, and is warmly esteemed for his genial character and business ability.

**DOLL & GERST**, Real Estate and Insurance, No. 197 Pearl Street. The course of events in the past twenty years in the financial world has demonstrated the fact that there is no form of investment so secure, and with such certain returns of income, as real estate. In this connection the special attention of our readers in Buffalo is directed to the reliable real estate and insurance brokerage house of Messrs. Doll and Gerst, whose office is located at No. 197 Pearl Street, the building at this address being owned by Mr. Doll. The business was established on August 1, 1889, by Messrs. M. Doll and P. Gerst, and a first class *clientele* has already been secured. Mr. Doll is a native of Buffalo, and is familiarly known to his fellow citizens. For thirty years he was engaged in the saloon and restaurant business, during which period he gained an enviable reputation. Two years ago he retired from that line to enter into real estate transactions. Mr. Gerst is a native of Black Rock (Buffalo), where he carries on a stationery business. Mr. Doll is president of the National Brewing Company, vice president of the Visbauer Manufacturing Company, and a stockholder in the Buffalo Store Works, and the Tonawanda Vinegar Works. The firm carry on a general real estate business, and, owing to the superior character of their connections, they are prepared to promptly dispose of realty at fair values, while offering bargains to conservative investors that are guaranteed to produce a steady income and a prospective increase in values. Rents are collected, taxes paid, and loans are negotiated. The firm also effect fire, marine, accident, boiler, plate glass, bond and fidelity insurance, and they perform every duty intrusted to their care with the utmost promptness, ability and success.

**HESSE & NOBLES**, Real Estate and Insurance, No. 56 Niagara Street.—The steady advance of Buffalo in population and commercial and manufacturing importance has made the real estate interest its most inviting field for the exercise of business talent of the highest order. One of the most active and efficient real estate firms in the city, is that of Messrs. Hesse and Nobles, who are eligibly located at No. 56 Niagara Street. The business was inaugurated in March, 1889, the firm beginning operations in a small way in an office on Niagara Street. Owing to the energy and ability brought to bear in the management a signal success was achieved in short order. Messrs. Hesse and Nobles' thorough knowledge of the values, present and prospective, of property in Buffalo and vicinity fitting them to carry through the most important transactions, and they have won an enviable reputation for reliability and efficiency. On May 1, of the present year, they removed to their present quarters, where they occupy a handsome suite of offices. The firm give their attention to every branch of the real estate business, making sales, renting and leasing property, collecting rents, managing estates, examining titles, negotiating loans on bond and mortgage, and effecting fire insurance. They have houses and lots of all descriptions for sale in every section of the city, all of which are offered to customers at the most reasonable terms. Indeed, it may be said that capitalists and investors, for purely speculative purposes, can obtain from them bargains that cannot possibly be duplicated by agents who are less favorably situated. The copartners, Mr. Frank W. Hesse and C. W. Nobles, the former a native of this city, the latter a native of Oakfield, Genesee County, N. Y., and a resident of Buffalo since 1872, are both popularly known throughout the community and the success they have won has been fully earned and thoroughly deserved.

**HOLDEN'S STEAM LAUNDRY**, Nos. 60 and 62 Niagara Street; Branch Office, No. 14 South Division Street.—For character of service, quality of work, promptness and reliability, no place of the kind in Buffalo has a better reputation than Holden's Steam Laundry, centrally situated at Nos. 60 and 62 Niagara Street, with branch office at No. 14 South Division Street. It is, in all respects, a completely equipped and first class establishment—about the best in this line in the city,—and has an extensive and influential patronage. The work done here is of exceptional excellence, while very reasonable prices prevail, and perfect satisfaction is guaranteed in every instance. The premises occupied are spacious and commodious, supplied with ample steam power and the latest improved machinery, appliances and general appointments, and employment is furnished to upwards of twenty expert hands. Agencies are maintained throughout the city and

suburbs, likewise, and three wagons call for and deliver goods, all orders by telephone (1315 D) receiving immediate attention. Shirts, collars and cuffs, ties, underwear, handkerchiefs, vests, coats, dresses, night-gowns, towels, sheets, blankets, wrappers, aprons, counterpanes, and, in short, textiles of all kinds from the most delicate fabrics to the coarsest materials are laundered and made up in the highest style of the art and in the most expeditious manner, lace curtains being a leading specialty, while particular attention is given also to family washing. Mr. Holden first embarked in his present line of business at No. 10 South Division Street in December, 1887. His trade, however, soon began to increase so rapidly that he was compelled to seek more commodious quarters, and this led to his purchasing the Niagara Steam Laundry at No. 119 Mohawk Street, where the business was conducted for a year. Here, too, his trade quickly grew beyond the capacity of his premises and he then purchased from Mr. J. C. Dunham his present laundry at Nos. 60 and 62 Niagara Street. Later he purchased the Empire Laundry at Tona wanda, and this, coupled with Mr. Holden's Niagara Street laundry and his branch establishment at No. 14 South Division Street, Buffalo, places Mr. Holden in the leadership in the laundry business in north-western New York. The Niagara Street laundry was established in 1881 by Mr. J. C. Dunham, who conducted the same up to 1887, when Mr. Holden assumed control, and under his efficient management the business has since been carried on with increased success. Mr. Holden, who is a gentleman in the prime of life and a Buffalo-nate by birth, is a young man of push and energy, thoroughly conversant with the business, and, unless all signs fail, his popularity and prosperity are bound to endure.

**FRANK W. RODNEY**, Funeral Director, No. 414 Michigan Street.—It is only within the last thirty years that any apparent progress has been made in the customs of the burial of the dead, and it is wholly due to the refinement of the present age, that the occupation of the undertaker has risen from a trade almost to the plane of a profession. A worthy exemplification of the truth of this theory is to be found in the subject of this brief sketch, Mr. Frank W. Rodney, the well known funeral director, of No. 414 Michigan Street. He has now been engaged in this business for the past fifteen years, originally making his headquarters on Pearl Street, and removing to his present more commodious premises in 1889. He attends to everything in connection with the last sad rites of the dead, and is peculiarly endowed with those qualifications of sympathy and respect for the bereaved, which have done so much toward bespeaking for him a popularity, but few of his contemporaries can just claim to. His great specialty, however, is the embalming of the dead in which he has few equals, and no superiors on this continent. His process, which is peculiarly his own, not only absolutely arrests decay, but exercises the happy faculty of retaining the facial composure as in life, wholly obviating the distortion of the features so often succeeding the *rigor mortis*. Mr. Rodney was born in Buffalo, and is a graduate of the well known Cincinnati School of Embalming. Telephone No. 311.

**JAY P. RODNEY**, Furnishing Undertaker, No. 414 Michigan Street. In reviewing the various industries and vocations of the city of Buffalo, special and prominent mention should be given the business of furnishing undertaker, and as a leading exponent of this professional industry, we make mention of Mr. Jay P. Rodney of No. 414 Michigan Street. The peculiar calling of the undertaker requires a temperament and disposition possessed by few. To him is entrusted the superintendence of the funeral ceremony and all pertaining to the last sad rites of the dead, and success is only awarded to those who are possessed of a sympathetic nature, and due regard and respect for their sacred duties. It is needless to remark that the gentleman whom we have mentioned in this article is endowed with all the functions and traits of character needed in this vocation for the successful prosecution of the profession, and to give entire satisfaction to his numerous and appreciative patrons. In connection with the professional duties of this gentleman, he has at all times a full and complete stock of everything required in case of death. Coffins and caskets of all grades and prices, together with latest improved apparatus for preserving and embalming. Carriages and hearses for adults or infants are furnished at his establishment; in fact no better house in its particular line can be found in the city. Office constantly open; telephone No. 311.

**T**HEODORE SCHILLING, Hats, Caps and Gents' Furnishing Goods, No. 218 Broadway, corner Fine Street. Very marked improvement has been effected during recent years in the manufacture of male headwear, as the elegant goods displayed in our leading hat stores fully attest. A decidedly popular and representative house identified with this trade in Buffalo and one well worthy of more than passing notice, is that of Mr. Theodore Schilling, dealer in hats, caps, and gents' furnishing goods, whose well-ordered establishment is centrally located at No. 218 Broadway, corner of Fine Street. Mr. Schilling is a Buffalonian by birth and education, and having a wide range of experience in this line of trade, he founded this enterprise on his own account on April 1, 1890. Although but a comparatively short time established, he has already secured a hold on public favor, and achieved a success that more than attests the superiority of his goods as well as the wisdom that inspired the venture. His very neat and well-appointed store is of ample dimensions, handsomely furnished and supplied with every convenience. The stock embraces all the leading and most fashionable styles and shapes in fine silk and a genuine hair hats, round and flat crown derbies, soft felt, fur and wool Alpine and other styles, also straw goods, fur and cloth caps, furs, gloves, mittens, ear muffs, etc., besides jewelry, lawn tennis racket, and other novelties in headwear. His stock of furnishings embraces a fine line of silk and wool hosiery and all wool necked shirts, fine white and fancy colored dress shirts, collars and cuffs, underwear of all grades, shades, weights, and sizes, latest novelties in neckwear, flat iron sachets, suspenders, gloves, hosiery, collar and cuff buttons, scarf pins, studs, canes, umbrellas, in fact everything required for a gentleman's outfit. These goods are unsurpassed in style, finish, and all-around excellence, while the prices are very reasonable. Courteous and prompt service is accorded to all patrons, and the latest novelties in these goods are to be found here as soon as introduced in the market. Mr. Schilling is a popular, pleasant, and pushing young man, highly respected in social and business circles.

**F**RANK ARGUS, Dealer in All Kinds of Hardware and House-Furnishing Goods, No. 195 Niagara Street. Among the leading and relatively old established houses located in that growing and prosperous section of the city, Black Rock, and which have done so much to develop its commerce, special mention must be made here of that of Mr. Frank Argus, dealer in all kinds of hardware and house-furnishing goods, at No. 195 Niagara Street. This business was started by him in 1874, in the premises now occupied, and of which he is the owner. The store is centrally located at the intersection of Hamilton and Niagara Streets, and is commodious, well fitted up, and conveniently equipped with all the latest tools and appliances for the execution of all kinds of tin, copper, zinc, and sheet iron work, as well as for the proper handling of the large and carefully selected stock always on hand. The latter comprises everything in the line of hardware and supplies for the builder, cabinet maker, carpenter and blacksmith, workmen's and machinist tools, metal screens, bolts, nuts, house-furnishing goods of all kinds, kitchen utensils, farm and garden implements, tinware, wooden ware, etc., table and pocket cutlery from the best foreign and home makers, saws and razors of the best make and in every variety, stoves, ranges, heaters, etc. All kinds of goods in these lines are made to order, and at lowest prices compatible with the general excellence of the wares. A practical man of long experience, Mr. Argus personally superintends all the various details of his large business, and spares no efforts to give general satisfaction to his numerous patrons. A native of this city, he has during his business career won favor and popularity in mercantile circles, and is highly esteemed by all with whom he has dealings.

**E. W. RUGE & CO., Dealer in Boots, Shoes and Rubbers, No. 189 Niagara Street.** Prominent among the leading and most reliable shoe stores in Buffalo is that of Messrs. E. W. Ruge & Co., No. 189 Niagara Street. This business was established in 1886 by the present proprietors, who by their industry and economy succeeded in building up a large and influential trade. They have a fine store and an excellent stock of boots, shoes, slippers, rubbers, etc., for men's and boys' ladies' misses', and children's use. All their goods are purchased direct from the leading manufacturers, and are warranted as represented. They are unexcelled for quality, fit, style, finish, and durability,

while their prices defy competition. Mr. Ruge engages in the reputation of being an honorable and upright dealer, and has directed his attention to strict business principles, made his store one of the most popular in Buffalo. We are safe in saying that for the last thirty years he has been in business his trade competitors favorably with those that have been longer established here. He is a young man, only thirty years of age, and is full of energy and business attainments, and we predict that the future will be to him as prosperous as the past. Mr. Ruge is a native of New York State and a prominent Free Mason. He is daily adding new names to his list of patrons from among the leading citizens of the city.

**MARCUS HUMMERS, JR., Dealer in Groceries and Provisions, Arcade and Wood, No. 745 Elk Street.** A popular, well established grocery store that has recently become established in this city is that of Mr. Hummers, Jr., located at No. 745 Elk Street. Mr. Hummers is a young man of energy and enterprise, and well known in this community, where he has resided for the past five years. He was formerly engaged in the grocery business at No. 36 and a Lane and also at No. 28 State Street. He afterwards embarked in the grocery business on Rhode Island Street, and some time ago removed to his present location, where he has since met with a successful success as positive as it is pronounced. The store occupies a prominent position in its fittings and furnishings is a very complete and well fitted out, and contains a large and varied assortment of goods, including everything in the way of groceries and fully supplied, including the finest and best teas and coffees, pure spices, sugar, chocolate, canned goods, family flour, table delicacies, salt meats, fish, prime creamery and dairy lard, fresh eggs and country produce. The stock of goods is all new, fresh and of surpassing excellence, and fully warranted in every respect as represented. Mr. Hummers is also doing a large business in a superior quality of coal and sawed and split wood, and can always offer the very best inducements to his patrons and the public. His assistants are always in attendance, and orders are delivered promptly to any part of the city by a wagon owned by Mr. Hummers and kept expressly for this purpose. He is a native of Erie County and located in this city in 1887. He carries at all times in all departments a choice assortment of goods, and is well prepared to offer the best bargains to customers. He is courteous, polite, and attentive, and his neat, handsome, well conducted store is strongly commended. The commenced business under the most favorable circumstances, and the outlook for the future is indeed very encouraging.

**M. J. PROESTER, Manufacturer of and Dealer in All Kinds of Harness and Horse-Furnishing Goods, No. 806 Broadway.** That first class workmanship, best quality of materials, and thoroughly experienced and practical supervision is required in the manufacture of harness and saddles is apparent to every person of ordinary intelligence, and in saying this we desire to call attention to the young, prosperous, and reliable establishment in Buffalo engaged in this line of trade of Mr. M. J. Proester, manufacturer of and dealer in harness and horse-furnishing goods, centrally located at No. 806 Broadway. Mr. Proester was born in this city in 1854, and commenced to learn this trade at a very early age, and has been engaged in it continuously ever since. In April 1890, he founded his present enterprise, and has developed a very large and substantial trade. He occupies a commodious, completely arranged and neatly appointed store with workshop attached. The latter is equipped with all necessary tools and appliances for turning out all productions, and employment is furnished a sufficient force of workmen. His stores contains a full and complete assortment of light and heavy, single and double wagon, truck, coach, carriage, buggy, dray, and trap harness, saddles and holles of his own superior manufacture, which in style, finish, quality of materials, and conscientious workmanship are unsurpassed by those of any rival concern in this section of the city. The stock also embraces a fine line of whips, halters, robes, blankets, fly nets, hoods, chest protectors, lousings, combs, brushes, interfering shoes, and horse boots, in short everything in the line of horse-furnishing goods. A specialty is the manufacture of fine harness to order. No neglect is given to repairing and prices are very reasonable. Mr. Proester is a pleasant, affable gentleman, a thorough mechanic and enjoys the confidence of all who know him.

**M**ORRIS GUSKE, Merchant Tailor, No. 194 Seneca Street, J. McDonald, Agent.—As well equipped and as fashionable a tailoring establishment as can be found in the city of Buffalo is that of Mr. Morris Guske at No. 194 Seneca Street. This gentleman is a native of Germany, and first took up his residence in this city in 1870. He at once applied himself to the acquisition of the intricacies of the tailor's art, and became a thorough master of the craft. Not content with the acquisition of knowledge to be gained in Buffalo, he served several years under some of the most artistic tailors in such large centres as New York City, Chicago, Cleveland, Ohio, etc. In 1876 he returned to Buffalo and opened the establishment he still controls. He soon became known as an experienced and painstaking artist, and as one who gave full satisfaction to his customers. He occupies a one-story frame building 12x75 feet in dimensions. This is elegantly furnished, and contains a well-selected assortment of all the latest patterns and shades of the best products of the weaver's art. The line carried embraces the finest tweeds, cloths and cassimeres, serges, flannels and worsteds, and a full and carefully chosen stock of gent's furnishings, etc. The business done is large, and covers the whole city and its environs. Personal attention is given by the proprietor to the perfection of all garments that leave his establishment, while prices quoted are remarkably low. Mr. Guske is prominently connected with the Oddfellows Society, that of the United Friends, as well as the Jewish Brotherhood Society, and is personally very popular with all having dealings with him.

**L.** DEAKERS, Painter and Decorator, No. 123 Franklin Street.—Mr. L. Deakers has been for the past six years one of the most prominent and successful painters and decorators in Buffalo. He began business at No. 187 Niagara Street in 1884, and removed to his present premises, No. 123 Franklin Street, during the current year. The line of trade embraces every description of house and decorative painting, a specialty being made of fine decorative work in churches, public halls, and private dwellings. The store is 20x75 feet in dimensions, and contains a full and complete assortment of painters' and decorators' supplies. The equipment embraces every facility for the advantageous conduct of the business, and a force of thirty skilled and experienced workmen is employed in the execution of the superior work for which the house is noted. Many of the finest residences and public buildings in Buffalo bear evidence of the skill and taste of the house in its line of work, and from the popularity thus attained a large and eminently prosperous business is derived. Special attention is given to fresco painting, and all work is guaranteed.

**H**OWARD PRIMMORE, Wholesale and Retail Confectioner, No. 463 William Street.—Americans are probably the largest consumers of confectionery and candy in the world, and the products of our manufacturers of these wholesome and delicious articles of food can compete favorably in every way even with those of France. A leading house in Buffalo in this line is that of Mr. Howard Primmore, No. 463 William Street. To day the difficulty to obtain confectionery and candies free from adulteration is so great that the advantages of dealing with a house whose reputation for selling none but the purest and best goods are at once manifest. All the confectionery and candies are purchased direct from the leading manufacturers, and are at all times fresh, and of the very best description. The business of this house is both wholesale and retail. The store is handsomely furnished and provided with every appliance and convenience, including a handsome soda fountain. Mr. Primmore is held in the highest estimation in social and commercial circles, and his success illustrates what can be accomplished by the observance of correct business principles and supplying the public with the best articles at reasonable prices.

**S**MITH'S DRUG STORE, G. B. Rogers, Manager, No. 402 Michigan Street.—The establishment known as "Smith's Drug Store," No. 402 Michigan Street, was originally established by the late Mr. W. H. Smith as a grocery in 1869, he five years later converting it to its present mission. Mr. Smith died in 1879, his widow (now Mrs. J. B. Terry) succeeding him, and placing the active management of the pharmacy under the capable and efficient superintendence of G. B. Rogers. Here at all times is to be found a complete stock of drugs and chemicals, all the reliable and standard patent medicines and proprietary remedies, foreign and domes-

tic mineral waters, toilet articles, fancy goods and druggists' sundries. The goods are selected with scrupulous care and experienced judgment, and can be relied upon as the best the market affords. The prescription department is perfect in every particular, being supplied with the latest improved apparatus and appliances known to this important branch, and is presided over by Mr. Rogers, personally, whose experience and ability thoroughly qualify him for compounding physicians' prescriptions and family recipes in a careful and accurate manner. All orders are given prompt attention, and the wants of all classes of patrons are ministered to with eminent success and satisfaction.

**A**NDREW DOMEDION, Barbers' Supplies, No. 38 Broadway.—The exigencies of modern business methods have brought into play a remarkable degree of originality in connection with the manufacture of all kinds of goods. In this article the attention of the reader is directed to the prominent establishment of Mr. Andrew Domedion, wholesale and retail dealer in all kinds of barbers' supplies, located at No. 38 Broadway, corner of Elliott Street. This enterprise was originally established by its present proprietor in 1885, the quarters now occupied being secured in May, 1888. Mr. Domedion is a native of Buffalo, of French descent, and a practical barber of long experience, having conducted ten or twelve saloons in Buffalo and Chicago for some twenty years prior to engaging in his present business. No man, therefore, could be better qualified to cater to the wants of the barbering trade. His salesroom is spacious and thoroughly equipped, the general stock carried embracing a varied and comprehensive assortment of all tools and appliances required by the barber and hair dresser, such as shears, hair clippers, horse clippers, springs for clippers and all brands of razors, while a specialty is made of grinding, honing, and concaving razors, all work being thoroughly guaranteed, and executed on the most reasonable terms. Mr. Domedion also acts as agent for Koehl's celebrated patent barbers' chairs and furniture, which meet with a ready sale in this section. The trade transacted is both wholesale and retail in character and extends throughout western New York and adjacent sections of Pennsylvania.

**G**EORGE J. LEBBLE, Dealer in Fine Shoes, No. 364 Genesee Street, next to St. Peter's Church.—The boot and shoe business has long been one of the leading industries of Buffalo, and a prominent house engaged in it is that of Mr. George J. Lebble, No. 364 Genesee Street, who established this enterprise in 1885, and who has gained a substantial and influential patronage. His stock comprises a complete assortment of fine boots, shoes and slippers for gentlemen and boys, and in the line of footwear for ladies, misses and children everything that is new, fashionable and stylish, and unexcelled as to quality, prices, the latter being lower than those of any similar first-class establishment. Special attention is given to making boots and shoes to order in all the desirable styles and in the best manner, while repairing is neatly and promptly done. Mr. Lebble, who is a native of this city, is held in high estimation for his many estimable qualities and strict probity. Those requiring elegant shoes will obtain here advantages difficult to be duplicated elsewhere.

**M.** HERBST, Merchant Tailor, No. 154 Genesee Street.—Among the popular, prosperous houses devoted to the important art of fine tailoring in Buffalo is that of Mr. M. Herbst, whose well-ordered establishment is at No. 154 East Genesee Street. Mr. Herbst is a Buffalo-bian by birth, and founded this enterprise in 1880, next door to his present place and at once became the recipient of a large and influential patronage. In order to meet the increasing demands of his trade with better facilities he moved into his present store in 1888. This is of ample dimensions, attractively appointed, and provided with every convenience. The stock embraces the best productions of French, German, English, and domestic broadcloths, cassimeres, woolsens, worsteds, tweeds, meltons, chevots, diagonals, etc., for overcoats, suits, trousers, and vestings in all the most fashionable styles in checks, plaids, stripes, mottled, plain, etc. These goods are made up to order so as to be unsurpassed in fit, elegance, comfort, and fine workmanship. Being a practical cutter and tailor, Mr. Herbst gives his personal attention to the measuring, cutting, and fitting of all garments, employs only first class hands, and guarantees satisfaction in every particular, and at reasonable prices.

**J. H. BARNES**, Dealer in Groceries, Provisions, and Country Produce, No. 33 East Seneca Street. An old established prosperous house is that of Mr. J. H. Barnes, dealer in groceries, provisions, and country produce, No. 33 East Seneca street. This establishment was founded in 1845 by Mr. W. N. Barnes, who in 1887 was succeeded by its present proprietor, and who has an enterprising management of it rapidly gained an enviable reputation for the goods and reliable dealing, which it has ever been Mr. Barnes' endeavor to maintain, with what success the large trade done by him bears witness to. The premises occupied comprise the entire three floors of a substantial brick building 25 feet high in its main aisle, and are fitted up with all the most modern contrivances for the preservation and rapid handling of the large stock carried. A specialty is the handling of choice meats and dairy matter, of which large amounts are daily received fresh from the best sources of supply. A first-class stock of fancy and staple groceries, as well as of all lines of country produce, is constantly carried, including the best crop of Texas fragrant Melba, Java, and other coffees, spices, sugars, dried fruits, canned goods of every description, imported and domestic, sauces, pickles, preserves, and condiments. Foreign and domestic fruits, nuts, citrus, biscuits, crackers, flour, cheese, meal, beans, peas, turnip, vegetables of all kinds, and of all seasons, including poultry, soups, salt, and general groceries. Five assistants are employed, and no pains are spared to satisfactorily meet the wishes of all patrons. A number of delivery wagons carry goods to any part of the city free of charge. The business extends over the whole city. Mr. Barnes is a native of Buffalo, a gentleman of experience and standing in business affairs, and who is constantly conversant with all the details of his chosen line of trade.

**J. H. MORTENS**, Dealer in Boots, Shoes and Rubbers, No. 540 Seneca Street. A long and representative establishment in the boot and shoe trade on Seneca street is that of Mr. J. H. Mortens, who has been connected with this line of business many years, and has become known for the entire management of a popular boot and shoe store on William Street. In 1886 he embarked in business on his own account, since when he has very successfully increased his rapidly well-deserved. The store occupies two fine mansions on Seneca street, and is fitted up for displaying the extensive stock valued at about \$200,000, and for securing comfort and convenience to patrons. The goods comprise everything in the line of fine and medium grades of boots, shoes, gutties, slippers, and rubbers for men, women, youths, boys, misses, and children, in all the new, fashionable styles made in the best manner by the most noted manufacturers in the country and fully warranted in every respect as is presented. Prices are as low as the very lowest and courteous assistants are always in attendance. Mr. Mortens, who was born nearly thirty years ago, has been in Buffalo since a young man. He is a straight-forward, reliable businessman, as is evidenced by the fact that the new styles are so far in light out as to be in the market before the same are bargained, business is active and so.

**A. DAVIS & CO.**, Boarding and Livery Stables, Nos. 42 and 44 Seneca Street, near Richmond Avenue. One of the best kept establishments in Buffalo actively engaged in the livery and boarding stable business is that of Messrs. Davis & Company, of Nos. 42 and 44 Seneca Street, near Richmond Avenue. The members of the firm are Messrs. Adams and H. L. Davis, and it is noteworthy that in 1871, since which time the same premises have been in unbroken family possession. The stable is a two-story brick building 124 feet long, the lower floor being occupied as stables and carriage room, and the upper for the storage of other supplies. The stable is well ventilated, dry, and lighted, and is equipped with all modern appointments and conveniences. Excellent accommodation is afforded for about fifty horses. Here are some of the most stylish equipages in the city, and a stock of superior horses, fifteen in all, which can be hired for business or pleasure night or day on very moderate terms. The premises are connected with the telephone system, call 7954, and orders are executed without delay. A specialty is the boarding of horses, which receive the best of care. Five grooms are employed in this department while prices charged are unusually low. The business is very large and constantly increasing, and the firm are to be congratulated on their well-merited success.

**L. CONSCHAEFER**, Undertaker and Embalmer, Warrenton, No. 184 William Street. In reviewing the various undertakers and executors of Buffalo, prominent mention should be given to the business of undertaker and embalmer. In the connection, the well known house of Mr. L. Conschaefer, No. 184 William Street, should not be overlooked. He has now been engaged in the business since 1885, and since that date has enjoyed an unbroken prosperity. This peculiar calling requires a temperament and disposition possessed by few. It is him is entrusted the superintendence of the funeral ceremony and all pertaining to the last rites of the dead, and success is only awarded to those who possess a sympathetic nature, have a disinterested and pure heart for their sacred duties. It is needless to remark that Mr. Conschaefer is replete with all the traits of character needed in this vocation to give entire satisfaction to his numerous and appreciative patrons. Mr. Conschaefer has at all times a full and complete stock of everything required in case of death, such as caskets and caskets of all grades and prices, together with the latest improved apparatus for embalming and embalming. Caskets are furnished and hearsees for funerals are to be had of this house. Mr. Conschaefer is 46, a native Canadian, but has lived in Buffalo since he came. He is a prominent member of the Undertakers' Association, Vice-President of the United Workmen, Independent Order of Foresters, Improved Order of Redmen, and F. O. M. A.

**L. OTIS ALBRECHT**, Dealer in Fresh, Salt and Smoked Meats, Lard, Sausage, Etc., No. 746 Seneca Street. A first-class source of food supply to the citizens in the western part of the city is the abode of the established of Mr. Louis Albrecht, No. 746 Seneca Street. Mr. Albrecht, who is a young man, has had considerable experience in the business, since he left the land, who had been established for a period of thirty-five years. About nine months ago Mr. Albrecht bought the building, located on Seneca street, and moved into it, which measures 25 feet in front, a neat attractive style with very large and convenient for meeting the demands of patrons promptly and satisfactorily. Several assistants are employed, and a wide assortment of delicacies is carried. Mr. Albrecht is doing a splendid flourishing trade, when his men every week from five to ten head of beef, veal, and other meats, as well as many hogs to supply the customers. He carries a full stock of the best sources of supply, and the stock is taken care of in a fine manner. The choicest quality of pickled lard, and everything else is always kept on hand, also lard, sausage, and everything else is always kept on hand. Sausage is made in large quantities, and everything on sale in the store is whole and fresh. Popular prices prevail and the patronage is steadily increasing. Mr. Albrecht is a native Buffalo man, and all having dealings with him will find him upright, correct, and trustworthy.

**P. FISCHER**, Dealer in All Kinds of Groceries, Groceries and Etc., 1015 and 1017 Seneca Street. A first-class source of food supply to the citizens in the western part of the city is the abode of the established of Mr. P. Fischer, No. 1015 and 1017 Seneca Street. Mr. Fischer, who is a young man, has had considerable experience in the business, since he left the land, who had been established for a period of thirty-five years. About nine months ago Mr. Fischer bought the building, located on Seneca street, and moved into it, which measures 25 feet in front, a neat attractive style with very large and convenient for meeting the demands of patrons promptly and satisfactorily. Several assistants are employed, and a wide assortment of delicacies is carried. Mr. Fischer is doing a splendid flourishing trade, when his men every week from five to ten head of beef, veal, and other meats, as well as many hogs to supply the customers. He carries a full stock of the best sources of supply, and the stock is taken care of in a fine manner. The choicest quality of pickled lard, and everything else is always kept on hand, also lard, sausage, and everything else is always kept on hand. Sausage is made in large quantities, and everything on sale in the store is whole and fresh. Popular prices prevail and the patronage is steadily increasing. Mr. Fischer is a native Buffalo man, and all having dealings with him will find him upright, correct, and trustworthy.

**O.** G. & D. H. DONALDSON, Wholesale Manufacturers of Stove Repairs, No. 16 South Division Street.—The prosperous and enterprising establishment of Messrs O. G. & D. H. Donaldson, wholesale manufacturers of stove repairs, No. 16 South Division Street, was founded in 1884 by these gentlemen, both of whom had had long experience in the manufacture of stoves, having been for years with their brother, Mr W. J. Donaldson, stove dealer, of this city. The intimate and accurate knowledge there acquired by them of the wants and requirements of the trade has proven of inestimable value to them in enabling them to place before the public goods the need of which had long been felt. The premises occupied comprise the first floor and basement of a substantial brick structure having an area of 30x100 feet, and are equipped with the most perfect machinery, tools, and appliances. A force of skilled workmen is steadily employed at all seasons, and the work turned out is of the most superior character. Goods are made according to contracts entered into, and the firm is ever ready and willing to furnish estimates. All work is promptly executed at very moderate prices, and satisfaction is guaranteed. Both these gentlemen are natives of Buffalo, and are justly looked upon as among the city's most enterprising manufacturers. Their trade has assumed a very large volume, and is steadily increasing. They are young men who fully merit the abundant success secured by their enterprise and energy.

**W.** ARREN M. HAYNES, Dealer in Groceries and Provisions, No. 34 North Division Street, Corner Cedar.—An excellently conducted and flourishing North Division Street grocery and provision store is that of Warren M. Haynes, favorably located at No. 34 corner Cedar Street. It is one of the best appointed and complete establishments of the kind in this quarter of the city, and receives a large permanent patronage, while the trade gives evidence of steady increase. Here may always be found a first class assortment of fine goods, and purchasers can rely upon getting honest weight and a superior article. In every instance at rock bottom prices, while goods are delivered free of charge to any part of the city, two wagons being in service. The store is ample and well appointed, an efficient staff of clerks attend to the wants of patrons, and the proprietor exercises close personal supervision over the place. The stock comprises choice raw season teas, pure, fresh coffees, fine spices, condiments, and table delicacies in great variety; standard grades of sugars, syrups and molasses; dried fruit, canned goods, cooked cereals, prime dairy butter, cheese, eggs; lard, hams, bacon, and general provisions; smoked, salt, and dried fish; best brands of family flour, cornmeal, oatmeal; beans, peas, rice, and, in short, everything comprehended in staple and fancy groceries; also cigars, tobaccos, etc. Mr. Haynes, who is a comparatively young man, was born in Buffalo, is a gentleman of pleasing manners and thorough reliability, and has won success by honestly deserving it. He has been in business something over four years, and owns the property in which the store is located.

**T.** HE GENESSEE PLANING MILL COMPANY, Dealers in and Manufacturers of Planed and Rough Lumber, Flooring, Ceiling, Siding, Mouldings, Brackets, Sash, Doors, Blinds, Shingles, Laths, Fenceposts, Etc.; Office and Mill, Nos. 937 to 919 Genessee Street, Humberk Yard, Genessee Street, at Erie Crossing.—The substantial growth of Buffalo during the past few years has developed the manufacture of building materials to such an extent that few cities in the state have equally good facilities for producing all kinds of wood finish for buildings, while the most favorable inducements are now held out by our manufacturers to dealers, contractors, and builders. A prominent house actively engaged in this industry is that of the Genessee Planing Mill Company, Nos. 937 to 919 Genessee Street. This company are extensive dealers in and manufacturers of planed and rough lumber, flooring, ceiling, siding, mouldings, brackets, sash, doors, blinds, shingles, laths, fence posts, inside bar wood finish, packing cases, etc. The company was incorporated in February, 1889, with a capital of \$50,000 and with Jacob Jaekle, president; T. D. Macnoe, secretary and treasurer. The officers are thoroughly practical manufacturers, expert lumber men, and fully conversant with every detail of the business and the requirements of patrons. The business premises comprise a three-story brick building, 11x150 feet in dimensions, splendidly equipped

with new and improved wood working machinery, operated by a steam engine of 80-horse power. There is also a lumber yard adjoining, 180x30 feet in size, where is kept on hand an extensive and well selected stock of pine, hemlock, spruce, and hard wood lumber, which is offered to customers at the lowest ruling market prices. Every description of doors, sash, blinds, mouldings, and inside finish are manufactured to order and supplied at short notice; also dimension lumber, dressed lumber, flooring, siding, and other planing mill work; and every facility is enjoyed for turning out work in the best manner and guaranteeing satisfaction in all operations. Estimates and plans for all kinds of wood work are furnished at the lowest possible terms consistent with first class workmanship and the best materials, and orders by telephone or otherwise receive immediate and careful attention. Steady employment is given to seventy-four skilled hands, and the business forms an important factor in the industrial activity of the city. Messrs Jaekle and Macnoe are both natives of Buffalo, and well and favorably known in business circles for their enterprise, ability, and sterling personal worth.

**E.** DWARD ALLENBRANDT, Granite and Marble Monuments and Headstones, Walden Avenue and Genessee Street; Residence, No. 48 Walden Avenue.—As far back in the world's history as civilization dates, the art of the sculptor has marked the march of progress; nor has time in any degree lessened the history that attaches to the craft symbolized by the mallet and chisel, as is abundantly attested by the elegant and artistic monumental work that greets the eye in our cemeteries, public parks, and elsewhere to-day. Among the leading exponents of the art in Buffalo is Mr Edward Allenbrandt, located on Walden Avenue and Genessee Street. The business so successfully conducted by this gentleman was established by him in 1880, and from that date he has deservedly enjoyed a large share of public patronage. His showrooms and works are thoroughly equipped with every modern convenience and facility for the production of every description of monumental work, steady employment being given several skilled and experienced granite and marble workers. A heavy and first class stock of marble and granite monuments, headstones, tablets, and statuary is shown in the showrooms and estimates are promptly furnished on application. Mr Allenbrandt is a native of Alsace, and settled in Buffalo twenty years ago, where he has gained a prominence as an expert in his business of which he has every reason to be proud.

**A.** E. ROMER, Druggist and Apothecary, Deutsche Apotheke, No. 437 Genessee Street, Corner German Alley.—A gentleman who possesses in an eminent degree all those high attainments which go to make a thoroughly skilled pharmacist and an ornament to his profession in the city of Buffalo is Mr. A. E. Romer, druggist and apothecary, whose elegant, reliable, and well managed establishment is at No. 437 Genessee Street, corner of German Alley. Mr. Romer was born in Germany, where he learned his profession, and graduated from a prominent German college. On settling in this city he engaged in his profession, and passed also his examination as a pharmacist before the Board of Pharmacy in this city. He founded his popular establishment in May 1887, and its record from the start has been accorded a liberal and influential patronage. His store is commodious, handsome in all its appointments, and replete with all the equipments pertaining to a first class pharmacy, including a special department for the compounding of physicians' prescriptions and family recipes at all hours of the day or night, whether written in German or English. None but thoroughly qualified assistants are employed. The stock embraces fresh and pure drugs and chemicals of standard quality; extracts, tinctures and pharmaceutical compounds of his own superior production; all reliable proprietary remedies, novelties in druggists' fancy goods, toilet articles, perfumery, etc.; mineral waters, pure wines and liquors for medicinal uses; physicians' and surgeons' requisites, druggists' sundries, etc. Order, system, and neatness prevail, customers are promptly served, and prices are always just and reasonable. Mr. Romer is a refined, intelligent gentleman, energetic and reliable in his business, and is prominently connected with Masonic circles, being a member of Concordia H3, and (Harrigarr) Badischen Unterstutzungs Verein.



**M**EADVILLE, PA., DISTILLING CO., Limited, Distillers of Pure Rye Whiskies, Room 32, Board of Trade Building.

Recent improvements in the processes of distillation assure the production of spirituous liquors that are of the highest standard, both as regards quality and purity. In this connection special reference is made to this commendable review of Buffalo, to the representative and reliable Meadville, Pa., Distilling Co., whose headquarters and office are located at No. 32 Board of Trade Building. The company's distillery is situated at Meadville, Crawford Co., Pa. This company was incorporated August, 1886, in the city of Pennsylvania, and paid up capital of \$200,000, and its trade which is rapidly increasing, now extends throughout the entire United States. The distillery and grain house have an area of five acres. The various departments are fully equipped with the latest improved apparatus, appliances and machinery, necessary for the systematic and successful conduct of this important industry. Here twenty workmen are employed, and the capacity of the distillery is 2,000 gallons of whiskey daily. The storage capacity of the distillery is equal to 20,000 barrels. The rye whiskies of the Meadville, Pa., Distilling Co. possess a natural flavor and rare tonic properties, and are unrivaled for purity, quality, flavor and general excellence. They are sold free of and under a guarantee to give perfect satisfaction, and are admirably suited for a first class hotel, club, and drug trade. These traveling salesmen are employed, and orders are promptly filled at the lowest possible prices. The chief executive officers of the company are Mr. Gustav Fleischmann, president, and Mr. Joel H. Prescott, secretary and treasurer, who are highly regarded in trade circles for their business ability and integrity. Those interested in securing really first class whiskies should give the orders to this responsible house, which offers a advantages very difficult to be duplicated elsewhere.

**P**ERRY & STEVENS, Interior Decorators and Dealers in Fine Hardwood Floors, Etc., No. 641 Main Street. A prominent and reliable house in Buffalo, actively engaged in the interior decorations of houses, hotels, etc., is that of Messrs. Perry & Stevens, whose salesrooms are located at No. 641 Main Street. This business was established in 1887 by Mr. L. B. Perry, who conducted it till April 15, 1890, when Mr. Geo. A. Stevens became a partner. The firm are agents for J. W. Boughton of Philadelphia, C. W. Spurr Company of Boston, Wood-Mosaic Company, Rochester, and other companies. They deal in hardwood floors, ceilings, wainscots, parquet mosaic, mahogany floors, also in Venetian and mosaic blinds, and make a specialty of Spurr's natural wood veneers and carvings. Their work is unrivaled for artistic elegance, originality of design, elaboration of ornamentation and perfection of workmanship. They lay the parquet flooring in the breakfast room, ladies' parlor, and gentlemen's rooms of the Tropic Hotel, and have also done a large amount of work in St. Paul's Cathedral and other representative buildings in Buffalo. The firm are recognized leaders in this line by architects and builders, and their prices for all work are extremely moderate. Mr. Perry was born in Massachusetts, but has resided in Buffalo for the past twenty one years, while Mr. Stevens is a native of Albion, N. Y. They are highly regarded in trade circles for their integrity and artistic ability, and have special facilities for executing work with accuracy and dispatch.

**J**OHNS M. LOONEY, Attorney and Counselor-at-Law, No. 16 East Eagle Street. Mr. John M. Looney has been a member of the Bar of Buffalo since 1877, and during that short term has succeeded by his indefatigable industry and rare abilities to gain a prominent position in its front rank. He studied in the law offices of Messrs. W. H. and J. B. Greene, of this city, and on being admitted to practice, immediately with characteristic enterprise opened an office on his own account. He makes a specialty of the law affecting real estate, also of the collection of claims, and his success in these two branches has made him a leading specialist. His practice is not, however, confined to these lines, as he is a constant and frequent practitioner before all the courts of the state. His offices are located on the second floor over No. 16 East Eagle Street, in Room No. 1, in a central and convenient situation, and easy of access. They are handsomely fitted up and provided with all the time and labor saving devices so necessary to the convenient handling of the large business that is here transacted. In addition to his numerous legal occupations, he is also engaged in a general real estate and

insurance brokerage. As such he promptly attends to the purchase and sale of houses, building lots, farms, the collection of rents and payment of taxes, etc. for absentee owners, negotiates loans, mortgages, etc. places fire, accident and life insurance risks in any company in which they are desired to obtain policies, all at the lowest rates and on most favorable terms. He is largely interested in and an extensive owner of Buffalo real estate which he has always on hand for sale in the most desirable quarters of the city. Mr. Looney was born in London, Eng., but came to this country at a very young age, and has since continuously resided in Buffalo. He is a partner in both the Exposition Land Company and the Lehigh Land Company, and stands deservedly high in the estimation of his fellow citizens.

**P**RATT & CO., Grain Commission Merchants, Board of Trade Building. The constantly increasing importance of Buffalo as a grain market and as a distributing point for shipments from the west to the points east and south of us has attracted many responsible and representative western shippers to open branch offices here, where their interests could be more effectively looked after and guarded. Among these houses, and prominent among them, is that of Messrs. Pratt & Co., grain commission merchants, whose Buffalo branch is under the active and judicious management of Mr. Riley E. Pratt. This firm has also branches at Chicago, Ill., and Decatur, Ill., its members being Mr. T. M. Pratt and Mr. R. E. Pratt. The office here was opened about a year ago by Mr. Riley E. Pratt, who must not be confounded with the member of the firm with the same initials. The premises occupied are situated on the fifth floor of the Board of Trade Building are easy of access, well furnished, and bright and cheerful in aspect. The large and influential consignees of this house throughout the grain shipping sections of the country have made it one of the leaders in the grain market of Buffalo. Large consignments are being constantly received and forwarded, and few houses do such an extensive trade with eastern points. Mr. Pratt is a young man of sound judgment, enterprising and liberal in his dealings, of unsparing integrity. The interests of those who secure his services are as faithfully guarded as would be his own. His experience in the grain trade enables him to place consignments in the best markets and without delay. Accounts of sales are promptly rendered, and proceeds at once remitted. He is painstaking, courteous in his dealings, and highly esteemed by all who have the pleasure of his acquaintance. He is a native of Connecticut, a house member of the Chicago Board of Trade and a member of the Buffalo Merchants' Exchange.

**G**EORGE F. HEDGE & SON, Pianos, No. 577 Main Street. Few branches of trade have acquired during the past twenty years such an impetus and development as that which is devoted to the manufacture and sale of musical instruments. A prominent and reliable house in Buffalo actively engaged in the sale of pianos to the exclusion of all other instruments is that of Messrs. George F. Hedge & Son. The premises occupied are a spacious and well lighted store, 10,000 feet in dimensions, fitted up in an attractive manner, and possessing every convenience for the display and testing of the valuable instruments of which the large stock is made up. The names of only the most renowned and first class piano factories of the continent are handled, it always having been the guiding principle of this reputable firm to place before the public of Buffalo only the very best instruments that skill and care can produce. The prices at which they are offered are as reasonable as their high quality will warrant. Pianos in all forms and from all parts of the world are here grand square and upright, and the trade of the house has required a development which testifies most eloquently to the merits of the instruments they have already heretofore disposed of. They are special agents for the celebrated "Hardman" and have placed many of these instruments not only in this city but throughout the surrounding districts. A specialty of tuning and repairing is a feature of the establishment, several practical men being steadily employed in that work. Sales are made either for cash or on the installment plan and the firm is noted for its liberal dealings with its patrons. Mr. George F. Hedge was born in this city, and Mr. James S. in New York. They are prominently connected with several musical organizations, and are extremely popular citizens.

**G**EORGE FELDMAN, Undertaker, No. 322 Broadway—A decidedly popular undertaking house is that of Mr. George Feldman, No. 322 Broadway. Mr. Feldman was born in this city fifty-four years ago, and has been a life-long resident of it, with the exception of two years which he spent in Cincinnati, Ohio. He is one of Buffalo's most progressive and active citizens, has occupied many positions of trust, and such as are only conferred on men who possess the confidence of the community. For the last eight years he has been a justice of the peace, an office which he has filled with dignity and satisfaction. He began business as an undertaker in 1884, and has conducted it with the most gratifying success. His patronage is of the most substantial kind, and the large proportions to which it has reached speak volumes for the rare tact and delicacy with which he has followed his most difficult calling. The premises are centrally located, and comprise a handsomely furnished office and spacious show-rooms, as well as commodious stables and coach-house. In the store is kept a complete line of coffins, caskets, trappings, and other material, ranging in quality from the plainest to the most elaborate, and every requisite for funerals is provided at moderate rates. Horses, carriages, etc., are furnished, and Mr. Feldman's outfits and rigs are noted for their elegance. He is an experienced embalmer, and is thoroughly familiar with all its details. He has an efficient corps of assistants, and is prepared to take charge of funerals, etc., at any hour of the day or night. Prompt response is given to calls, and every detail of the business is executed with thoroughness, delicacy, and discrimination, while his charges are just and reasonable.

**W**HEELER & WILSON MANUFACTURING CO., Corner Eagle and Pearl Streets—An establishment of world wide reputation, having an important branch in this city, is that of the Wheeler & Wilson Manufacturing Company, whose products are now in use in all parts of the globe. The branch here was established twenty-eight years ago, and for the past two years has been conducted under the management of Mr. Andrew A. Shield. This gentleman is a native of Scotland, and came to this country thirteen years ago, engaging with the Wheeler & Wilson Co. as a canvasser shortly after his arrival. He has resided in Buffalo for the past eight years, and is most favorably known here for his business ability, and excellent personal characteristics. Recognizing his ability, the company made him local manager here, a position he has filled with the utmost credit. The spacious store occupied faces on three streets, Eagle, Pearl, and Niagara, and it is handsomely as well as conveniently appointed. Here may be seen displayed some 250 of Wheeler & Wilson's world famed sewing machines in all the various styles in which they are made. The trade effected show an average of three sewing machines per day disposed of. Machines are sold for cash entire or on easy time payments, and customers are guaranteed perfect satisfaction in every instance.

**C**HARLES D. SHIPMAN, Agent for the Taylor Adjustable Ladies' Shoe, No. 388 Main Street—Prominent among the concerns which lead the trade in the line of foot wear in Buffalo is that of the consolidated Adjustable Shoe Co., manufacturers of the "Taylor Adjustable Shoe." The company's factory and home office are in Salem, Mass., and are represented in this city by Mr. Charles D. Shipman. This branch was established in September, 1889, at its present location. The premises occupied consist of an elegantly appointed office and salesroom, on the second floor of the large building, No. 388 Main Street. The trade controlled by Mr. Shipman is a very large and steadily increasing one, covering the whole city and extending into ten counties of western New York and four counties of northwestern Pennsylvania, necessitating the employment of eighty traveling salesmen and agents. This company is the largest corporation and the only manufacturers of shoes in the United States selling exclusively direct to the consumer. The fine goods sold by the company are not to be found in regular shoe stores, and the company, by dispensing with the services of jobbers and retailers, enable customers to obtain shoes at the original cost price. These shoes are unequalled for beauty of design, finish, and workmanship, and combine all elements of durability with easy fit and attractive appearance. They retain their

original shape, do not crack, break away, or spread out over the sole; they are instantly comfortable, requiring no breaking in, and fit like a glove. They are made in all sizes, opera and commonsense patterns, and are the most perfect health shoes ever produced, being so made that no dampness can pass through the sole to the foot. They are absolutely unapproachable in style, quality, and price, and each and every pair is fully warranted by the makers. Mr. Shipman is a man of much enterprise and energy, and has by his judicious management placed the company he represents at the head of the shoe market in western New York. He is a native of Utica, N. Y., and has been a resident of Buffalo for about a year, where his efforts to meet the requirements of his numerous patrons have gained him a wide popularity in business circles.

**J.** T. AVERY, Wood Turning of every Description; Newel Posts, Balusters, Columns, Cedar Clothes Posts, Hitching Posts, Indian Clubs, Etc., No. 109 Erie Street—In every branch of industrial activity there are men who, by superior talent, lengthy practical experience and natural ability, attain a prominence and reputation beyond that of all competitors. In the trade of wood turning Mr. J. T. Avery has accomplished, by years of patient industry, coupled with a straightforward system of honorable dealing, a prominent position. He has been established since 1850, and is one of the oldest and most widely known men in this line. His store and shop are elegantly located at No. 109 Erie Street, adjoining Hamilton's Planing Mill, and are equipped with the latest improved machinery and appliances operated by adequate steam power. Mr. Avery executes wood turning for the trade of every description, newel posts, balusters, columns, cedar clothes posts, hitching posts, Indian clubs, windlasses for boat work, and kindred commodities. He has also added to his establishment a variety of lathes for the purpose of turning handles, druggists' boxes, etc. The superior excellence of the general production has given the establishment a wide celebrity in the trade, and an extensive business of increasing volume is annually carried on.

**G**ENESEE STREET AUCTION HOUSE, No. 356 Genesee Street; Louis Walter, Proprietor—One of the most popular auctioneers in the city is Mr. Louis Walter, proprietor of the Genesee Street Auction House, No. 356 Genesee Street, and, being a gentleman of great ability, perseverance, and high character, his services are constantly in demand. He gives his personal attention to the sale of furniture at private residences, and attends with the greatest punctuality and fidelity to all the duties of an auctioneer. This business was established by him in 1888, and since that date he has built up a rapidly increasing patronage. The premises occupied, and comprise a four story brick building equipped with every convenience for the prosecution of the business. The house guarantees quick sales and prompt returns, and Mr. Walter will make liberal advances on all kinds of goods consigned to him for sale. All persons entrusting goods to him can implicitly rely that the best market prices will be obtained. Mr. Walter is highly esteemed in mercantile circles for his sterling integrity, and those interested entering into commercial relations with him will derive advantages that cannot readily be accorded elsewhere.

**F.** B. DEAN, Livery, Sale, and Boarding Stables, No. 401 Franklin Street—Among the leading and well equipped livery stables of Buffalo are those owned by Mr. F. B. Dean, No. 401 Franklin Street, and whose telephone call is No. 2167. This business was established some years ago and has always enjoyed a prosperous career. The stables are substantially constructed and well ventilated. The coaches, landaus, coupes, and victorias kept are of the most stylish kind, and the stock of horses is in excellent condition, many of them being well known speeders. Every facility for conducting a first class livery business is at hand, and the stables enjoy a large patronage, which is drawn from among the best class of citizens. Mr. F. B. Dean, the genial proprietor, is well and popularly known to the people of this vicinity and has always taken an active interest in every movement that had for its object the welfare of his fellow citizens. He is a native of Pennsylvania and was formerly under-sheriff of McKean County and warden of the jail. As a business man Mr. Dean is reliable, fair and honorable in all his transactions, and is held in the highest estimation by the community, while he justly merits the success attained by his enterprise, energy, and perseverance.



**F**RANK A. KIRST, Tailor, No. 656 Broadway.—Among the oldest established and most widely popular houses engaged in business in this section is that of Mr. Frank A. Kirst, whose fashionable tailoring emporium is located at No. 656 Broadway, and is one of the attractions of that fine and busy thoroughfare. Mr. Kirst was born in France some fifty-five years ago, and at the early age of fifteen began the study and practical acquisition of his art under some of its leading exponents in his native land. Three years later he came to this city, and devoted himself to the following of his trade in the service of others. In 1874 he ventured into business on his own account at his present location, and from the start secured a foremost position among the leading fashionable tailors of Buffalo. The premises he occupies are most centrally situated and comprise a handsomely furnished and elegantly fitted up store, 25x10 feet in dimensions, with workroom adjacent thereto. The goods displayed embrace a wide range of fabrics of the very best class of both foreign and domestic productions, in such variety that fitting materials for suits or a single garment can be selected without difficulty or delay. Mr. Kirst is recognized as one of the most expert cutters in the city, and those dealing with him may confidently depend upon the best of goods, perfect fit, and superior workmanship at the very lowest prices. Mr. Kirst is an active, honorable, and enterprising business man, who enjoys the esteem and confidence of all who know him.

**P**ATTEN BROS., Grain Shippers, Room No. 52, Board of Trade Building; G. H. Wolcott, Agent.—Prominent among the numerous houses engaged in the shipment of grain at the port of Buffalo stands the responsible and representative one of Messrs. Patten Bros. It was established in 1880 in Chicago by Messrs. James A. and George W. Patten, both members of the Board of Trade of that city. From its inception the business done was a leading one both as regards volume and influence, and few firms have exercised a more potent influence on the particular line of business in which the house is engaged. Realizing the importance of having an able representative on the Buffalo market, and the immense benefits that are to be derived therefrom to the firm itself as well as to its numerous patrons, the house in 1887 resolved upon opening a branch office in this city. Mr. G. H. Wolcott, whose experience in the business dates back to 1866, and who for ten years was actively engaged in it in Boston and for fifteen years was a prominent figure on the Chicago Exchange, was entrusted with the management of the new branch, and the success which has crowned his indefatigable industry and enterprising activity fully justifies the wisdom exercised in his selection. The business carried on is that of grain shippers, receiving consignments from the west and forwarding the same to the east. The firm have established the most favorable relations with the largest producers of the country, and heavy consignments are daily received. Shipments are forwarded to the eastern markets mainly via the Erie Canal, and through the influential connections of the house are placed and disposed of without the least delay. Accounts of sales are promptly rendered, and proceeds at once returned.

**E.** A. KINGSTON, Pharmacist, No. 1549 Main Street, Corner of Ferry Street.—One of the leading and most popular drug stores in Buffalo, conducted by an experienced and skillful pharmacist, and which maintains an A1 reputation for pure and fresh goods, is that of Mr. E. A. Kingston (successor to Messrs. Kingston & Goetz), at No. 1549 Main Street, whose telephone connection is No. 961 D. Mr. Kingston is a native of Canada, served his time with one of the leading drug houses there, and has been a resident of Buffalo for some years, having been employed as a clerk in the drug house of Wm. Condon, Seneca Street, and later with Mr. L. Bayst. Some time ago he formed a partnership with a Mr. Goetz, and established this house, which soon developed a very large and substantial patronage. Mr. Goetz retired from the firm, and Mr. Kingston became sole proprietor. While the business has been under his able direction and management it has increased very perceptibly. The present store has been occupied since 1887, and is commodious, neatly and attractively furnished in the latest modern style, and included in its equipments is a handsome soda-water fountain. The department for the dispensing of physicians' prescriptions and family recipes is open at all hours of the day or night, and none but properly qualified assistants are employed. The

stock embraces a full line of fresh and pure drugs and chemicals, all of standard quality, extracts, tinctures, and pharmaceuticals of Mr. Kingston's own careful production; all well known and reliable proprietary remedies; the latest novelties in druggists' fancy goods, toilet articles, perfumery, etc.; physicians' and surgeons' requisites; druggists' sundries, and in fact, everything usually found in a well regulated pharmacy. Order and system prevail, prices are always reasonable, and polite assistants serve patrons promptly. Mr. Kingston is a pleasant, courteous, and energetic young man, prompt and exact in business matters, highly esteemed in social and trade circles, and an active and influential member of the Erie County Pharmaceutical Association.

**H**ELLRIEGEL BROS., Wholesale Sausage Manufacturers, No. 13 Staats Street, Opposite Fire Department Headquarters.—The trade in provisions is undoubtedly one of the most important of the industries of Buffalo, and the consumption of the products of the hog is the largest in the United States, Great Britain coming second. A leading house in Buffalo engaged in the wholesale manufacture of sausages is that of the Messrs. Hellriegel Bros., whose factory is located at No. 13 Staats Street, opposite the fire department headquarters. The firm began operations in 1874 at No. 11 Seneca Street, as retail manufacturers, and in 1884 they became wholesalers. The premises occupied comprise a three-story building, 100x150 feet in dimensions, equipped with the most improved machines and appliances, and a number of expert hands are constantly employed. In the winter season some 10,000 pounds of sausage are turned out each week, the product comprising frankfurters, fresh sausage, hockos, and all varieties of sausage. A heavy demand is supplied, and all the wants of the trade are met promptly upon the most liberal terms. The members of the firm, Messrs. Henry and William Hellriegel, are natives of this city, and well known as enterprising business men.

**F.** W. JUENGLING, Notions, Stationery, Cigars, Etc., No. 225 Allen Street.—No one among the members of what might be termed Buffalo's notion and fancy goods trade has built up a more honorable reputation or conducted his business on a more equitable basis than Mr. F. W. Juengling, No. 225 Allen Street. He engaged in business some twelve months ago, and has since enjoyed a liberal and substantial patronage. His store, which is thirty by fifty feet in dimensions, is well arranged and fitted up in the most elegant manner, and reflects much credit on the taste and skill of its proprietor, while the stock carried is a very carefully selected, varied, and comprehensive one. It embraces every description of plain and fancy stationery, stationers' sundries in great variety, books of all kinds, confectionery, cigars, tobacco, and novelties in gentlemen's furnishing goods, a specialty being made of the manufacture of shirts to order. A prominent feature of Mr. Juengling's business is his news department, keeping, as he does, all the daily and weekly papers, and serving them regularly and faithfully to customers. He has built up an excellent trade, due entirely to the merits of his stock and his own honorable and straightforward methods of conducting business.

**A.** C. RAUCH, Fine Paper Hangings, Window Shades, Mouldings, Etc., Nos. 787 and 789 Michigan Street.—Much attention of late has been given to the decoration and beautifying of our public buildings and dwellings, and perhaps in no department is this departure more palpably apparent than in the high grades of wall papers and paper hangings that form the stock of our leading dealers in these commodities. In this section of the city of Buffalo, Mr. A. C. Rauch, of Nos. 787 and 789 Michigan Street, makes a specialty of this branch of commerce, and has achieved an enviable reputation for the uniformly artistic character of the wares he keeps in stock. He engaged in this business in 1885, and since that period has enjoyed a liberal and influential patronage. He has a large trade in all kinds of fine paper hangings, dadoes, friezes, borders, centre-pieces, also window shades, mouldings, etc., and gives particular attention to the higher branches of paper hanging. Mr. Rauch is a thorough artist, and is noted for the skill which he displays in combining shades and colors so as to produce the most beautiful and striking effects, and guarantees to give entire satisfaction in all work performed and at very moderate rates. Mr. Rauch is a native of Buffalo, and too widely known to require extended comment in these pages.

**P**FEFFER BROTHERS, Manufacturers of Children's Carriages - Picture Frames, Etc. Nos. 35 and 150 Genesee Street and No. 260 Virginia Street. Pfeffer Brothers, manufacturers of children's carriages, picture frames, etc., is the present style of the firm long known in the annals of Buffalo trades. Messrs. G. J. and T. H. Pfeffer are the sons of J. Pfeffer, at one time a dry goods dealer, who announced that business for the present, at one year ago. The judgment of the senior Pfeffer that there was an excellent field for their recent business has been fully vindicated by the results of the enterprise. The sons succeeded in the business, started in 1873, by their father, in the year 1887, and own the spacious premises in which the enterprise is conducted. It consists of a two-story hall



store 30 ft. long, 30 ft. wide, and extends through the back to Virginia Street. Messrs. G. J. and T. H. Pfeffer learned the business from their father, and now keep him in six to ten employees. The product of their skill and labor as displayed in the spacious store room is a vast array of line of children's carriages and sleighs, together with a large assortment of all plain and ornamental picture frames. The picture frames, particularly large and varied stock is carried, for the trade, with the wholesale as well as the retail trade. The children's carriages and sleighs are constructed in a style which shows that the firm is not only appreciative taste and harmony in material, but recognize the fact that hard usage is the lot of baby carriages. The best materials of wood, iron, trimming, and upholstery are only accepted for use in the construction and there is a finish on the goods that places them on a far higher plane than those of the factory-made goods produced in so many of their parts by machinery. Messrs. Pfeffer Brothers are natives of Buffalo, of which their father was an honored citizen, having come to the United States from Germany in 1833. In 1855 he came to Buffalo, and the present enterprise, so ably conducted and enlarged by his sons, is the result of his sagacity, business tact, and keen sense of public duty, in all of which qualities his sons amply share. The establishment at Nos. 35 and 150 Genesee Street and No. 260 Virginia Street will be found especially worthy of a visit, and the members of the firm, young men, are fully equipped for the conduct of the interests which are a feature of Buffalo's enterprise.

**B. F. GENTSCH & SONS, Manufacturers of French and German Mustards, Pickle Pickers, Etc.** Nos. 329 and 331 Broadway and Nos. 232 and 234 Walnut Street. Purity is the most essential consideration in the production of mustards, vinegar, etc., and this fact is manifest when we reflect to what a great extent they are used as appetizers. In this connection we desire to make special reference in this commercial review of Buffalo, to the oldest, established and reliable firm of Messrs. B. F. Gensch & Sons, whose factory and office are located at Nos. 329 and 331 Broadway and Nos. 232 and 234 Walnut Street. This business was established thirty-eight years ago by C. R. Menzies, who was succeeded in 1870 by Mr. B. F. Gensch. From 1861 to 1887 the business was run under the style of B. F. Gensch & Brother. In the last mentioned year the firm of B. F. Gensch & Sons was organized and assumed the management the partners being Messrs. B. F., George F., and Wm. F. Gensch. The partners bring great practical experience to bear, coupled with an intimate knowledge of every detail of the important industry and the requirements of dealers and the general public. The premises occupied comprise two commodious frame buildings, and a three-story brick building 50x90 feet in area. The various departments are fully equipped with the latest improved apparatus, appli-

ances and machinery. Here twelve skilled hands are employed, and the trade extends throughout all sections of New York and Pennsylvania. Messrs. B. F. Gensch & Sons manufacture French and German mustards and also all kinds of pickles, while they also deal in color white wine and color vinegars, chow chow, etc. Their goods are unrivalled for quality, purity, and uniform excellence, and are general favorites wherever introduced. Orders are carefully filled at the lowest possible prices, and all goods are guaranteed to be exactly as represented. Mr. B. F. Gensch was born in Germany, but has resided in Buffalo for the last thirty-seven years, and now occupies the position of postmaster of the city, an office which came to him unsolicited. His sons are natives of the Queen City. Messrs. B. F. Gensch & Sons are home and able business men who justly merit the liberal patronage secured in this useful industry. The telephone call of the house is 740.

**C. H. & H. A. KAMMAN, Dealers in Fresh Salt, and Smoked Meats, Pork, Lard, and Sausage.** No. 19 Washington Market. The trade in meat and provisions is one of the most important branches of business engaging the attention of the citizens of Buffalo. It is ably conducted by men of capital, and among these are Messrs. C. H. & H. A. Kamman, who occupy stall No. 19 in the Washington Market. Both are young, capable business men, and some fifteen years ago succeeded their father, who was one of the best known men in the trade, and who built up a large, flourishing business, which has been materially increased by the sons since it came under their control. The firm cater to the best class of trade and supply a widespread wholesale and retail demand which requires for its accommodation about 75,000 hogs, heaves, and small cattle annually. Only the choicest cattle are slaughtered. The firm have every facility at their slaughter house at No. 1 E. Babes Avenue, where is also located an ice-house, together with every thing requisite for the manufacture of fresh and smoked sausage. Messrs. Kamman are representative butchers and dealers in fresh, salt, and smoked meats, and at their stall daily there is always a scene of busy activity. Besides supplying a splendid family trade, hotels, and restaurants, a flourishing wholesale business is done all over the surrounding sections of country. A number of hands are employed, and orders are filled and delivered at short notice without extra charge. Both the co-partners were born in this city, and are popular as business men and citizens. Mr. C. H. Kamman is a member of the 7th N. Y. State Infantry, and he and his brother are highly respected for their many sterling qualities, energy, and integrity. Their stall in the market is a model of neatness and cleanliness, and always presents a very inviting and attractive appearance. The Messrs. Kamman have two other brothers in the meat and provision business in the market, and they are all prosperous and popular.

**G. GEORGE GELZ, Manufacturer and Wholesale and Retail Dealer in Crackers, Ginger Snaps, Biscuits, Etc.** No. 324 Genesee Street. George Gelz, manufacturer of an all wholesale and retail dealer in ginger-snaps, crackers, biscuits, etc., at No. 324 Genesee Street, is a fair type of the shrewd, far-seeing men, who realizes that man not only cannot live by bread alone, but that he needs, or at least desires, an infinite variety of food products to satisfy his diversified tastes. No nation has produced more skillful interpreters of man's need of change in diet than the German, whose invention of the bread alone would make them distinctive in their tastes. But if the bread is of German origin it is lacking since ceased to be a stranger in the United States. Its toothsome qualities at once commanded respect and attention, and it now reigns supreme. Mr. Gelz learned his trade in Germany, of which country he is a native, and established himself in business in Buffalo in 1870. For twenty years the business has grown under his skillful manipulation and subject to his care in the manufacture of the toothsome wares he makes a specialty, until the result is seen embodied in the business carried on in the two-story brick block, 7x160, in which seven employees are kept busy and a delivery wagon is forever on the run. Mr. Gelz's trade is largely local, a proof in his line of business, by the way, that the products of the bakery are of the best quality, but there is a large and increasing demand for them in the country towns. The business demands five barrels of flour daily. Mr. Gelz is a gentleman of middle age and of pleasing address, who suggests in his own agreeable personality the success which his business ability and integrity have secured.

**BURKHARDT BROTHERS**, Real Estate, No. 110 Franklin Street—The rapid development of the real estate market of Buffalo, and the rapidly enhancing values of choice property, renders the financial interests involved of paramount importance. Some of our most prominent business men are actively engaged as real estate agents and operators, and foremost among the number are Messrs. Burkhardt Bros., No. 110 Franklin Street, corner of Eagle. The firm began business three years ago, and the business has been developed by judicious and honorable management to proportions of great magnitude. The partners, Messrs. Chas. S. and Edward C. Burkhardt, bring practical experience to bear, coupled with an intimate knowledge of the various residential and business sections of the city. Their facilities for effecting sales are of a superior character, and they are always enabled to offer investors a choice from a lengthy list of eligible properties. Loans are also effected upon reasonable rates. The firm are agents for the Traders' Fire Ins. Co. of Chicago, the Packers and Provision Dealers' Ins. Co. of Chicago, and the Buffalo German Fire Ins. Co. of Buffalo, and insurance is placed to any amount in these reliable organizations. The Messrs. Burkhardt are natives of this city, are commissioners of deeds and notaries public, and as they are yet young men they have still a wide career of usefulness before them.

**D. R. M. RETEL**, Pharmacist, No. 259 Broadway.—Among the dealers in drugs and chemicals in this city Dr. Retel's name stands out prominently and conspicuously. His store is a magnificently fitted up establishment and is stocked with a wonderfully full and select supply of the purest drugs, chemicals, family medicines, as well as with toilet articles, druggists' sundries, and fancy goods. The business was established in 1876 by Messrs. Retel Brothers, who, in 1880, retired from the business in favor of the present proprietor, Dr. M. Retel, who does an enormous business, and is particularly noted on account of his prescription department, which is regarded as one of the most carefully and accurately conducted in the city. Many physicians send all of their prescriptions to be filled at this house, and all families in the neighborhood patronize this establishment. Dr. Retel is a native of this city, and a graduate of the Board of Pharmacy of this country. He puts up a valuable line of compounds which meets with a ready sale, and manufactures most of his own fluid extracts and all his own tinctures. Dr. Retel is a thorough pharmacist, highly deserving of the fame which his study has brought him, and is well worthy the confidence of the entire community. He is also president of the bourgeois Athletic Club, an institution that is known from Maine to California, and which is becoming more popular yearly through the efforts of its president and efficient managers. Dr. Retel was also supervisor of the Fifth Ward, an office which he graced with much dignity and satisfaction to his constituents. He is also a large practitioner as a physician in suburban towns, of which Batavia, N. Y. may be mentioned more particularly.

**J. F. DUNHAM**, Dealer in Fine Groceries and Provisions, Flour, Feed, Hay, Oats, and Straw, No. 1536 Main Street.—It is always a matter of sincere gratification to any community to have located in their midst such a thoroughly reliable dealer as Mr. J. F. Dunham, of No. 1536 Main Street, whose fine, large, handsome store, 100x30 feet in area, affords hardly sufficient accommodation for the large assortment of choice goods carried in stock, owing to the steadily increasing proportions of his already large and influential patronage. Both a wholesale and retail business is carried on, the proprietor making his purchases from first hands only, thereby enabling him to always quote the lowest prices for the best class of pure, unadulterated goods. Fancy and staple groceries are carried in the greatest profusion, including a full and carefully selected assortment of new crop teas from Japan and China, fragrant coffees from Java, Mocha, and South America, hermetically sealed goods in glass and tin, spices, condiments, table delicacies, the most select brands of flour, pure and fresh creamery butter, eggs, cheese, and other farm and dairy products, direct from the producers. Mr. Dunham, who is but a little over thirty years of age, founded his present establishment some seven years ago at the corner of Glenwood and Main Streets, whence, owing to his rapidly enlarging trade, he was finally compelled to remove to his present building, which his large force of courteous clerks, some ten in num-

ber, find it none too ample, while business is brisk and lively, at all times necessitating the use of four delivery wagons. Mr. Dunham, who is a native of Erie County, this state, is recognized as one of the leading grocers and tea dealers in this section of the city and as a reliable, responsible merchant.

**W. H. BORGET**, Drugs, Etc., No. 124 Broadway.—Although but a couple of years have elapsed since Mr. W. H. Borget established his pharmacy in this city at the corner of Sycamore and Jefferson Streets, yet such has been the ability he has displayed in the conduct of this important business, and so excellent has been the standard of the goods he handles, that it has become a leading representative house in this line in Buffalo. The premises now occupied, and to which the business was removed about a year ago, are located at No. 124 Broadway, near Pratt Street. They comprise a commodious and finely furnished store, 22x35 feet in dimensions, very tastefully fitted up, and provided with all conveniences for the attractive display of the extensive and carefully selected stock carried. The latter embraces a full assortment of the purest drugs and chemicals, all the leading proprietary medicines, a large variety of toilet articles, brushes, combs, sponges, manicure sets, hand mirrors, cut glass and silver mounted toilet sets, fancy articles, choice French, English, and American perfumery, physicians' supplies of all kinds, and druggists' sundries. A specialty is made of the compounding of physicians' prescriptions and family recipes, and reliability is guaranteed in every case, the finest drugs being used, and the utmost precaution taken to prevent the possibility of error. The trade of the house is a very extensive one, and covers the whole of the city. All orders are promptly and expeditiously filled, and at prices uniformly fair and equitable. Dr. Borget is a man of varied experience in the different branches of medical science, to which fact no doubt is to be attributed the great success he has achieved in the practice of his profession.

**CONRAD BECKER & SON**, Dealers in Groceries, Flour, Feed, Hay, Etc., Nos. 75 to 79 Peckham Street.—The trade in groceries and provisions in these days includes the handling of almost every article of food products from all regions of the world, and too much care cannot be exercised by purchasers in selecting reliable sources from which to procure their supplies. An old-established, reliable and prosperous house in this trade in Buffalo, and one justly celebrated for handling only A1 goods, and straightforward business methods, is that of Messrs. Conrad Becker and Son, whose popular headquarters are at Nos. 75 to 79 Peckham Street. This well-known house was founded in 1870 by Mr. Conrad Becker, who was born in Germany, and who has long been a resident of this city. After conducting the business alone very successfully for many years, he admitted his son, a Buffalonian by birth, into partnership. The premises occupied are of ample dimensions, owned by themselves, and comprise a fine substantial brick building. The store is neatly fitted up, and compactly arranged, and contains a complete stock of choice, staple, and fancy groceries, including pure and fresh new crop teas from China and Japan; choice Mocha, Java, and Rio coffees, cocoas, chocolates, and spices; best brands of canned goods, table delicacies, sauces, relishes, and condiments; foreign and domestic fruits; sugars, syrups, molasses; best family flours, bakers' and laundry supplies; select dairy and fancy creamery butter and cheese; fresh eggs, lard, and provisions; farm and garden products; wines and liquors for family use; tobaccos, and cigars, etc. Messrs. Becker and Son also handles the finest grades of bakers' flour, the special brands being "P. Becker & Sons' Best," "Straight Minnesota," and cake flour, these brands are all becoming famous among the bakers for their superior quality. They also carry a general assortment of mill feed, heavy and clean oats, shelled and unshelled corn, haled hay and straw for animal food, etc. These goods are noted for their superior excellence, purity, and freshness, and low prices. Order, neatness, and system prevail, and polite assistants serve patrons, while orders are delivered at residences free of charge. Mr. Conrad Becker the founder is a pleasant, courteous gentleman, while his son is a young man full of energy, enterprise, and of excellent business ability, and both are highly respected in social and business circles.



**T.** J. O'BRIEN, Grain Commission, No. 44 Board of Trade Building.—Many young houses in the grain commission trade have been established in Buffalo within the past few years, and this infusion of young blood has had a decided and salutary effect on the commerce of the city. Prominent among these is that of Mr. T. J. O'Brien, whose elegantly appointed offices are located on the fifth floor of the Board of Trade Building. Mr. O'Brien for seventeen years was employed in the same line of business in the office of Messrs. A. P. Wright & Son, leaving the latter, to start in business for himself, in 1887. The thorough business training and profound knowledge of the secrets of commerce which he acquired while in the employment of this large and influential house have proven of inestimable value to him in his present venture, enabling him to bring to the service of his patrons the resources which seventeen years' practical and every-day experience on this market can only produce. He receives, ships, and handles grain on commission, and in the few years he has been on "Change" has acquired an enviable reputation for fair and honorable dealing. He makes a specialty of forwarding through consignments by canal to the east, and has by his energy and activity built up a large and extended connection with shippers all through the west. He is painstaking in his efforts to satisfy the wishes of his patrons, and unremitting in his attention to their interests. Mr. O'Brien is a native of Buffalo, and a young man esteemed by all who know him. He is a member of the Merchants' Exchange, in the welfare of which he takes a deep interest.

**GEO. E. ZEILER**, Real Estate and Insurance Broker, Notary Public, No. 488 Main Street.—Few young men have been so successful in their various lines of business during the last five years as Mr. George E. Zeiler, real estate and insurance broker, and few have displayed such enterprising activity to secure success. In 1885 Mr. Zeiler established his present business on the east side of Main Street, from which he removed three years ago to his present more roomy quarters at No. 488 on the same thoroughfare. These offices are light and cheerful, handsomely furnished, and easily accessible from any part of the city, being in the very heart of the business district. A general real-estate business is carried on, buying, selling, exchanging, and leasing all kinds of city and suburban property, as well as farm lands. Some of the most desirable building lots ever placed on this market are controlled by this gentleman, who offers them at the very lowest rates consistent with their location, and on easy terms of payment. Personal attention is given to the collection of rents and the management of estates, taxes being paid and property improved for absentee owners. Mr. Zeiler is a notary public for Erie County and makes a specialty of conveyancing, in which he is an expert. His influential connections in financial circles enable him to negotiate loans, mortgages, etc., on the easiest conditions, and only nominal fees are charged. He also conducts a general fire-insurance brokerage, and is prepared to place risks and secure policies from any representative and reputable company doing business in this city. All claims are promptly adjusted and quick settlements effected. Mr. Zeiler is one of Buffalo's bright young business men, whose success is a continual source of gratification to his numerous friends and patrons.

**A. SPITZMILLER & SONS**, Hardware, Nails, and Tools, No. 448 Main Street.—This representative establishment was founded in 1860 by the senior partner, Mr. A. Spitzmiller, who at once, by the enterprise he showed in the management of the business and the thorough knowledge he displayed of all its requirements, secured a prominent place in this branch of mercantile activity. In 1882 he associated with him his two sons, Messrs. Louis and William Spitzmiller, the new firm assuming the name under which it has since been known. The business premises occupy one floor with basement, each being 29x125 feet in dimensions, and are neatly appointed and well ordered. They are large and spacious, and perfectly adapted to the carrying on of the large amount of business transacted. The store is handsomely fitted up with all modern conveniences and appliances for the more rapid handling of the large stock always on hand. The workshop, in which is employed a large force of skilled workmen, is well equipped with

the best improved machinery and appliances known to the trade. The goods are all offered at the most moderate prices, and the trade of the house, which is both wholesale and retail, extends all over Western New York. Mr. A. Spitzmiller was born in Germany, and has been a resident of this city for over thirty-five years. His sons, Louis and William, are both natives of Buffalo. They are all practical business men, whose sagacity, industry, and probity have made their house very popular.

**W. D. JONES**, Dealer in Flour, Feed and Grain, Baled Hay, Straw, Etc., No. 352 Niagara Street and No. 643 West Avenue.—Prominent among the leading and notable establishments in Buffalo, there is probably none more useful than that of Mr. W. D. Jones, No. 352 Niagara Street and No. 643 West Avenue, wholesale and retail dealer in cut and baled hay, feed, flour, grain, meal, straw, and oats. This business was established in 1882 by the present proprietor. The premises occupied comprise a large store 25x100 feet in dimensions. Several practical men receive constant employment, also two double delivery wagons are constantly on the go and a very extensive business is transacted annually. Mr. Jones is a native of Grand Island, New York, and has resided in this city since 1881. He has had many years' experience in the business, and carries a large and extensive stock, which is received direct from producers in large quantities, and inducements are offered to the trade at prices which will be found difficult to duplicate elsewhere. Mr. Jones is well and favorably known and is held in high regard for his business principles and sterling integrity of character. He is very popular because of his suavity of manner, and is doing a large and lucrative trade.

**C. F. SCHELL**, Stoves, Ranges, Etc., No. 610 Broadway.—This gentleman deals extensively in the best makes of stoves, ranges, hardware, and house-furnishing goods, and gives prompt and skillful attention to metallic roofing, spouting, sheet metal work, and all kinds of heater and range jobbing. He originally established his business on the opposite side of Broadway sixteen years ago, and has been located at the present site since 1880. During this long experience Mr. Schell has acquired an intimate knowledge of the wants and requirements of the public, and with ample resources, widespread and influential connections with manufacturers, and perfected facilities for accomplishing the best class of work, he is in a position to guarantee the prompt and perfect fulfillment of all orders, and to place all transactions on the most substantial and satisfactory basis. He carries a stock of heaters, ranges, and stoves of a quality that commends them to the patronage of the public, both for cooking and heating purposes, while in house-furnishing goods, tin, copper, sheet-iron, wood, and willow-ware utensils, Mr. Schell's selection will bear favorable comparison with that of any competing house in the trade. Terms and prices are placed at a fair and reasonable figure, and the patronage of the house is large both in the city and environs. Mr. Schell is a native of Buffalo and a prominent member of the L.O.O.F.

**L. R. BLACKNEY & CO.**, Druggists, No. 931 Main Street.—The pharmacist is one among the first to be called upon to alleviate the ills and ailments of the human system, and is the principal ally of the physician to restore the sick to former health. Among the most noteworthy of the pharmacists enjoying a wide reputation for superior goods and reliable business management are Messrs. L. R. Blackney & Co., No. 931 Main Street. Mr. Blackney, who was born in Cattaraugus County, has resided in this city since 1870. In 1887 he purchased his present business from Mr. W. L. Gregory, who founded it in 1868. The store is spacious, neatly appointed, and provided with every convenience, including a finely arranged department for the accurate compounding of physicians' prescriptions and family recipes at all hours. The stock embraces a full assortment of drugs and chemicals of standard quality; extracts, tinctures, pharmaceutical compounds of his own superior production; all reputable proprietary remedies; latest novelties in druggists' fancy goods, toilet articles, perfumery, etc.; physicians' and surgeons' appliances, druggists' sundries, etc. Politicians are employed, and prices are moderate. Mr. Blackney is a courteous, refined gentleman, exact and honorable in his business engagements.



**S**TEINMANN & WEINHEIMER, Sanitary Plumbing, Natural Gas Fitting, Etc., No. 271 Genesee Street. No industry is of such essential importance to every citizen as that of the plumber and gas fitter. There is no security for the health and comfort of the population where the best rules that govern sanitary plumbing have been overlooked, for dread and insidious diseases invariably follow any violation of the principles of hygiene. Happily Buffalo numbers among her enterprising tradesmen and mechanics some of the most reputable and experienced sanitary plumbers in the United States. Among the foremost is the young and flourishing house of Messrs Steinmann & Weinheimer, who are both natives of this city, and formed their partnership in 1888, and beginning to hear a wide range of practical experience, soon obtained a well-deserved reputation for the thoroughness and excellence of their work. They occupy a well-appointed store and basement, 2 x 40 feet in dimensions, and well equipped with all necessary tools and appliances. Twenty-five skilled hands are constantly employed, and prices are placed at the lowest figures consistent with the superior quality of work. A well-selected stock of plumbers' and gas fitters' appliances is constantly on hand, including all and sundry for water, gas, and steam gas fixtures, patent hydrants, lift and force pumps, washbasins, bathtubs, water closets, non-sinks, siphons, kitchen boilers, street washers, faucets, and everything pertaining to the business of the plumber and gas fitter. Estimates are furnished and contracts entered into for the plumbing, ventilating, lighting, and heating of buildings, stores, factories, and private residences in a scientific manner. The trade is large and principally local, and is steadily increasing. Mr. Steinmann is a member of the Catholic Mutual Benefit Association and Mr. Weinheimer of the B'nai B'rith. They are deservedly popular with all with whom they have dealings.

**J**OHN W. GRIFFIN, Patentee and Manufacturer of Patent Sump Ventilator and Cellar Trap, No. 445 West Avenue. The business of the sanitary plumber and gas fitter is one requiring considerable experience in its scientific application, and is represented in this city by none so well as Mr. John W. Griffin, who has been engaged in it for more than twenty years, and who is endorsed and recommended by builders and property owners. He commenced business at No. 77 Morgan Street and three years ago removed to the premises now occupied at No. 445 West Avenue, where he has every facility and apparatus for executing work in a superior manner. Everything in the way of sanitary plumbing, ventilating, and underground drainage is done by Mr. Griffin, and also in fitting up baths, sinks, correcting defective plumbing, and preventing the escape of noxious gases into buildings and dwellings. He is an expert in his trade, and the sole patentee and manufacturer of an improved patent sump ventilator and cellar trap, which has been in use since 1881 and received the endorsement of architects and builders, by whom it is pronounced the best device ever introduced for the purpose for which it is designed. Mr. Griffin also fits up buildings and dwellings for the introduction of water and gas, and furnishes pipe, fittings, brackets, candeliers, and all the various new and best sanitary devices used in his business. He carries a stock of materials of the value of from \$5,000 to \$50,000, and is well prepared to enter into contracts of any magnitude. From fifteen to twenty expert hands are employed, and all work, including orders for repairing and jobbing, receives prompt attention. Mr. Griffin is a native Buffalonian, one of the best practical sanitary engineers and gas fitters in the city, and his services are always in demand. He is a popular member of the C. M. B. A.

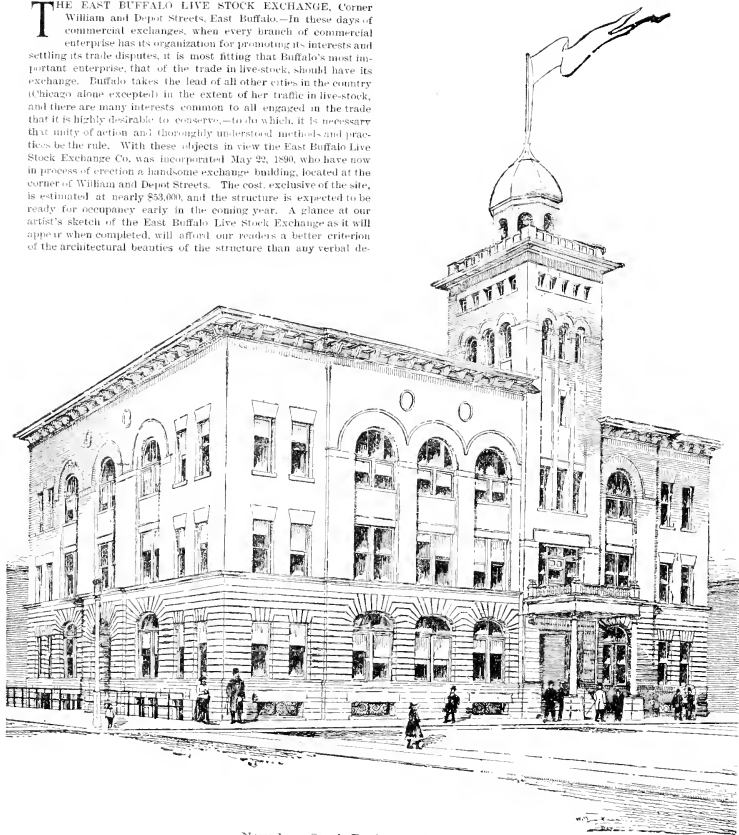
**R**IPPER, the Clothier, Hatter, and Furnisher, No. 89 Seneca Street. Among the many prosperous business establishments in the eastern section of the city is that of Ripper the Clothier, No. 89 Seneca Street. Mr. Ripper has been identified with the business many years, and is engaged in it at Lancaster, this state, previous to coming to Buffalo in 1886. The store is 24 x 80 feet in size, and in its appointments is perfect and complete. The stock is large and diversified, and embraces fine and medium grade ready-made clothing for men, boys, and children, all the new, seasonable, and fashionable styles, made by the best manufacturers in the country, also all the new styles in silk, Derby, and flexible hats and caps of every description, and a full

assortment of men's furnishings, including all the novelties in neck wear, hosiery, gloves, fine shirts, collars, cuffs, etc. Connected with the establishment is a tailoring department, where clothing is made to order in the best and most stylish manner. A specialty is made of "suits," and the best satisfaction guaranteed. Mr. Ripper, who is about thirty years of age, was born in Astoria, came to this country many years ago and in Buffalo has enjoyed a successful career. He is upright and honorable in his dealings, is very modest in his prices, guarantees the best satisfaction, carries a stock of goods valued at from \$1,000 to \$50,000, and can always offer the best bargains to his patrons and the public.

**F. J. BRIGHAM** (Successor to McLean & Young), Fancy Goods and Novelties, No. 248 Allen Street. In the fancy goods trade the establishments engaged therein have become a veritable hazyard, reflecting the manufacturing progress of every nation. A popular and prominent gentleman engaged in this business is Mr. F. J. Brigham, No. 248 Allen Street. Mr. Brigham has been established in the business for the past three years, succeeding McLean & Young, who founded the enterprise in 1884. The store is 15 x 60 feet in dimensions, giving ample room for carrying a large stock of goods, and is well supplied with the latest extensions of the trade. The stock is the largest and most complete of the kind in this section of the city, and it plays all the novelties that have been made popular by personal preference in the degrees of fashion, while special attention is given to every assortment. The stock comprises a general line of fancy embroidery and not needle work goods, also complete line of trappings, drapery, silks, imported and domestic yarns, infants' outfitings, ladies, embozeries, notions, and everything belonging to the staple and fancy goods trade. Mr. Brigham is also prepared to do all kinds of embroidery work and stamping, and makes a specialty of getting out designs and monograms for stamping linens and silks. He manufactures fancy articles for holiday trade, and has arrangements for obtaining all latest silks and linens as soon as put on the market. The affairs of the house are in the most flourishing condition, and the soundness and popularity of the policy pursued are calculated to maintain its prosperity. Mr. Brigham is an able and experienced merchant, ever of the highest regard of the people for his honorable business career.

**LOUIS DOEBERT**, Manufacturer of Cigar Boxes, Dealer in Presses, Moulds, Cutters, Knives, Tools, Flavors, Gum Tracings, Labels, Ribbons, Etc., Nos. 350 and 372 Pratt Street. Near Sycamore. Not many years ago the cigar trade of Buffalo was supplied with all its wares from outside sources, but within the past twenty years a great change has been effected, for today the cigars of Buffalo production not only supply much of the home market, but also that of western New York and of several adjoining states. In connection with this industry many other auxiliary and dependent branches of manufacturing have also received an impetus. Among them is that of making cigar boxes, of which the leading exponent is Mr. Louis Doebert, whose extensive establishment is situated at Nos. 350 and 372 Pratt Street, near Sycamore Street. This gentleman began his business in 1880 at No. 40 Holsby Street, but the increasing demand for his products necessitated in 1887 a removal to his present spacious quarters, a two-story brick street on 28 x 55 in dimensions, with a one-story 14 x 18 foot engine and boiler room at the rear. All the latest improved machinery, tools and appliances known to the trade are operated by a twenty-horse power steam engine, while eight skilled hands are employed. The proprietor is a practical and experienced man, fully conversant with all the details of his business. He has gained a wide reputation for reliable work, and for a variety of materials used for him. All operations as far as possible are performed by machinery, which explains the very low prices at which the products of the establishment are offered to the public. Mr. Doebert manufactures and deals in boxes, covers, and stamps, also in presses, moulds, cutters, knives, flax, is a dealer in emboz, labels, ribbons, and all other cigar makers' supplies. His trade is both wholesale and retail, and is of a popular character. Doebert is a native of Niagara County, N. Y., and has been a resident of Buffalo for thirty-seven years, where he has an enviable reputation as a business man and citizen.

**T**HE EAST BUFFALO LIVE STOCK EXCHANGE, Corner William and Depot Streets, East Buffalo.—In these days of commercial exchanges, when every branch of commercial enterprise has its organization for promoting its interests and settling its trade disputes, it is most fitting that Buffalo's most important enterprise, that of the trade in live-stock, should have its exchange. Buffalo takes the lead of all other cities in the country (Chicago alone excepted) in the extent of her traffic in live-stock, and there are many interests common to all engaged in the trade that it is highly desirable to conserve,—to do which, it is necessary that unity of action and thoroughly understood methods and practices be the rule. With these objects in view the East Buffalo Live Stock Exchange Co. was incorporated May 22, 1890, who have now in process of erection a handsome exchange building, located at the corner of William and Depot Streets. The cost, exclusive of the site, is estimated at nearly \$53,000, and the structure is expected to be ready for occupancy early in the coming year. A glance at our artist's sketch of the East Buffalo Live Stock Exchange as it will appear when completed, will afford our readers a better criterion of the architectural beauties of the structure than any verbal de-



New Live-Stock Exchange, East Buffalo.

scription. The officers of the exchange are as follows: president, John Hughes; vice-president, Norman W. Ransom; secretary, W. S. Kerr; treasurer, R. W. Watkins; trustees, W. A. Behlhart, B. Williamson, Joseph Sterens, Ira Ivey, W. S. Kerr, Hiram Waltz, L. A. Lewis, Harry Rohde, George W. Stacy, C. Klink. The principles

upon which this organization has been founded, as well as the rules for its guidance, cannot but inspire universal confidence, and we predict for it a growth in business and influence, wealth and membership in a ratio proportionate to the ever-increasing development of the Queen City of the Empire State.



**F.** ZESCH, Grocer, Chippewa and Genesee Streets.—A popular and representative concern in the grocery trade deserving of more than passing mention is that of Mr. F. Zesch, located on the corner of Chippewa and Genesee Streets. Mr. Zesch is a German by birth, but has been a resident of this city since 1854. He began business for himself on Genesee Street in 1867, and soon built up a very liberal and influential trade, which increased to such proportions as to necessitate a removal to his present quarters in 1870. Here he occupies a commodious store, compactly arranged and fully equipped with every requisite for the successful conduct of the business. The stock embraces none but absolutely pure and fresh staple and fancy groceries, such as new crop China, Japan, and other teas, fragrant Mocha, Java, and Rio coffees; cocoas, chocolate, and spices; select brands of hermetically sealed goods; table delicacies, foreign and domestic fruits; sugars, syrups, molasses, and other staples; choice family flour, cereals and farinaceous foods; and everything usually found in a first-class staple grocery house. These goods are noted for their excellence, purity, and low prices. Polite assistants serve patrons promptly. Mr. Zesch is a genial, energetic gentleman, prompt and responsible, and justly merits the success he has achieved.

**H.** ENRY C. BOYSEN, Boots and Shoes, No. 833 Genesee Street.—A leading headquarters in Buffalo for boots, shoes, slippers, and rubber goods is that so ably managed by H. C. Boyesen at No. 833 Genesee Street. This gentleman deals extensively in this class of goods, and has been established in the business since 1885. The premises occupied for trade purposes comprise a commodious store, 22x50 feet in dimensions, finely arranged with every modern convenience that the advanced requirements of the times demand, affording ample accommodation for a stock of goods which in variety and value will compare favorably with that of any competing establishment in this neighborhood. The amplitude of the stock which is here displayed, embracing footwear from the best known and most reliable manufacturers in the country, ranks the house first in every way in its line. Boots, shoes, slippers, and rubbers for men, youths, women, misses, and children are here to be found in all the various styles, grades, and sizes, and at prices with difficulty duplicated elsewhere. Mr. Henry Boyesen, the proprietor, has made in a comparatively brief period of five years a great progress, and it is fair to presume that he has gained the confidence of the people by an honorable and enterprising method of business.

**H.** A. TOWNS, Coal and Wood, No. 277 South Division Street.—The coal and wood trade of this section of the city of Buffalo is represented by none so well as Mr. H. A. Towns, of No. 277 South Division Street. The business, which is chiefly retail, was established in 1888 by Messrs. Winslow and Newton, Mr. Towns succeeding to it some twelve months later. The yard occupied is very spacious, covering a superficial area of 30x150 feet, giving ample accommodation for the storage of several thousand tons of coal, besides a vast quantity of cordwood. Operations are conducted on a large scale, requiring the services of from five to six workmen and two delivery teams. Mr. Towns receives his coal direct from the mines and deals only in the very best quality, which he supplies in all sizes, carefully screened and free from slate and dust, at lowest market rates, and always guarantees full weight. Hard and soft wood carefully prepared for family use is also supplied in any quantity that may be desired, and all orders receive prompt attention. Mr. Towns is a native of Keene, N. H., and located in Buffalo in 1853. Prior to engaging in the coal and wood industry Mr. Towns was well and favorably known in this city as conductor for the Lake Shore Railroad Co. for thirty three years.

**A.** NDREW WIEMANN, Hats, Caps, Furs, Umbrellas, Gents' Furnishing Goods, Etc., No. 7 Genesee Street.—Among the prominent hat, cap, and gents' furnishing establishments in Buffalo which have assumed large proportions is that of Mr. Andrew Wiemann, No. 7 Genesee Street. This business was established in 1840 by John Fries, who in 1863 was succeeded by Mr. Wiemann, the present proprietor. The store is 20x50 feet in dimensions and fitted up in a handsome manner. A fine display is made of hats and caps suitable for all seasons, and includes silk, soft, and round hats, caps of every description, straw goods, furs, umbrellas, and a full and complete line of gents' furnishing goods. Mr. Wiemann

makes a specialty of silk hats to order, which are guaranteed as to quality, fit, style, and finish. His trade is increasing rapidly, and he is extensively patronized by some of our most fashionable and influential citizens, who consider their outfit incomplete unless they have the satisfaction of putting on one of Wiemann's test silk hats. Mr. Wiemann is a native of Germany and came to this city in 1849.

**O.** TTO AUERBACH, Millinery Goods, Main Store, No. 203 East Genesee Street; Branch Store, No. 488 William Street.—Of the many and varied establishments that contribute to the general sum of mercantile activity, there is not one that attracts more attention than the well-ordered millinery emporium of Mr. Otto Auerbach, No. 203 East Genesee Street. The premises here occupied comprise a commodious store, 20x100 feet in dimensions, giving ample accommodation for the manipulation and display of the exceptionally fine lines of goods carried, which embrace a full and fine assortment of French millinery goods, artificial flowers, feathers, pompons, passementerie, and a complete and first class line of mourning goods; while bonnets and hats are altered, trimmed, and made to order at popular prices, ten competent assistants being employed under the personal supervision of Mrs. Auerbach, who is one of Buffalo's leading milliners and millinery designers. This house was established in 1883, and a branch of the same is also conducted on the east side of the city at No. 488 William Street, a large and substantial patronage being derived from the elite and most fashionable ladies of this section. Mr. Auerbach is a native of Germany, and has resided in Buffalo since 1867. He is by profession a musician of high standing, and is highly popular among the philharmonic circles of the Queen City.

**J.** AMES D. HULL, Wholesale Saddlery Hardware, No. 18 South Division Street, Corner Washington Street.—Among the new and prosperous houses that have of late been added to the wholesale trade of Buffalo, one of the most successful is that of Mr. James D. Hull, wholesale dealer in saddlery hardware. This gentleman is a native of Erie County, and for thirty-five years was intimately connected with the hardware trade, having for that period filled a responsible position in the large house of Messrs. Pratt & Letchworth. In 1889 he established his present business, and has met with unqualified success. Bringing to bear ripe experience, he at once secured a prominent position in the commercial circles of the city. The premises occupied are at No. 18 South Division Street, corner of Washington Street, and comprise a first floor and basement, each 30x100 feet in area. The store is handsomely furnished and perfectly adapted to the handling and display of the large and carefully selected stock constantly on hand. Four assistants are employed to fill the large orders which are solicited by his travelling men. The trade extends throughout the whole of western New York. Only the finest and best goods are handled, and jobbers and dealers have not been slow to ascertain this fact and accord him their patronage. Mr. Hull is an able and practical business man, upright and honorable in all his dealings, and is justly deserving of the success he has achieved.

**J.** OHN TILMA, Pharmacist, No. 501 William Street.—Buffalo is liberally supplied with first class pharmacies, conducted by gentlemen of learning and skill. One of the most reliable establishments of this kind is that of Mr. John Tilma, who in 1888 succeeded to the old established pharmaceutical practice of Dr. Davidson at No. 499 William Street. Mr. Tilma is a graduate of the Buffalo College of Pharmacy, and is thoroughly qualified to fill the responsible position he holds in this community. The pharmacy occupies an eligible site at the corner of William and Emalie Streets, and has a frontage and depth of 30x90 feet. The stock is exceptionally large and well selected, and includes all the many drugs and chemicals known to medicine, and everything in this department may be implicitly depended upon as being of the purest quality. Mr. Tilma also keeps an excellent assortment of druggists' sundries, family medicines and proprietary preparations, toilet requisites and fancy goods, and his soda and mineral waters are highly popular among the lovers of these exhilarating and wholesome beverages. He personally presides at the prescription counter, where he has every appliance for weighing and measuring drugs and chemicals, and exerts every care in this important branch of the business. He is deservedly favored with the patronage of the leading physicians practicing in this section of the city, and his family trade is very large.

**S**IKES CHAIR COMPANY, Manufacturers, No. 500 Clinton Street; Edwin Sikes, President. The representative and most noted house in Buffalo, actively engaged in the manufacture of all kinds of chairs, is that known as the Sikes Chair Company, whose factory and offices are located on Clinton Street. This business was established in 1879 by Messrs. Edwin and S. D. Sikes, who conducted it till 1879, when Mr. S. D. Sikes died, and the firm became

nothing less than marvellous. Among the most notable establishments in this line in Buffalo is the admirably conducted gallery of Mr. O. A. Taft, art photographer, No. 272 Main Street. Established in this city in 1871, this gallery from the first attracted very great interest by the unmistakable excellence of its work, and, as a result, rapidly built up an extensive patronage. The eminent satisfaction rendered to his patrons, who are among the wealthiest and most discriminating classes in the city, is the highest tribute that need be offered to the artistic excellence of the work Mr. Taft executes. Pastels, water colors, crayons, and India ink work are executed in the most artistic manner that science and skill can accomplish. The premises occupied comprise the third and fourth floors of the building, No. 272 Main Street, which are elegantly furnished, the operating rooms being equipped with all the latest improved appliances known to photography. The reputation of this gallery extends throughout western New York, and Mr. Taft's business is so extensive with his fame as an expert photo artist. He is a native of Vermont, and prior to engaging in business in Buffalo, was similarly engaged in his native state as also in Jackson, Michigan. He is a genial, courteous gentleman, and one of the most skilled exponents of his profession in this section of the country.



Edwin Sikes & Co. In 1885 it was incorporated under the laws of New York, with a paid up capital of \$100,000, and its trade now extends throughout all sections of the United States and Canada. The buildings are four stories high, and have a frontage of upwards of 300 feet on Clinton Street, extending to the rear to a depth of 250 feet on Bristol Street. The various departments are fully equipped with modern machinery, tools and appliances. Here 125 skilled hands are employed, and the machinery is driven by a superior 100-horse power steam engine. The company manufactures no less than eighty different kinds of chairs, which are unrivaled for elegance of design, quality of material, finish, and workmanship, while the prices quoted for all goods are extremely moderate. The kilns have a capacity of holding 25,000 feet of lumber at once, and a trade is transacted of upwards of \$100,000 annually. The factory is equipped with an elevator, Curtis Dust Gatherer, and Walworth's System of Water Sprinklers, etc. The following gentlemen, who are widely and favorably known in Buffalo's business circles for their integrity and enterprise, are the officers, viz: Edwin Sikes, president; Fred K. G. Sikes, vice-president; Albert D. Sikes, treasurer; William F. Sikes, secretary.

**O.** A. TAFT, Photographer, No. 272 Main Street, Near Swan Street.—In no branch of industry, science, or art, have greater improvements been made within recent years than in photography. The perfection attained in this art is

**F**RED. GAMMEL, Dealer in Stoves, Ranges, Hardware, House Furnishing Goods, Etc., Plumbing, Gas and Steam Fitting, No. 716 Swan Street, Corner of Elm Street. This is a well known and thoroughly representative house, and was founded in 1883 by Mr. Gammel, who at once secured a very large and influential patronage. The premises are owned by himself, and comprise a fine substantial brick building, admirably adapted to the business, the store room being 40x100 feet in dimensions, and attractively appointed, while the workshop is equipped with all necessary appliances for turning out first class work. Experienced workmen are engaged in the manufacture of tin, copper, and sheet iron ware, a large assortment of which is kept in stock, and sold at lowest prices. The store contains a most carefully selected stock of general shelf and heavy hardware, such as blacksmiths', wheels rights', and contractors' supplies, farm and garden implements, plain and fancy supplies for builders', mechanics', and artisans' tools, plated wares, pocket and table cutlery, cast steel, ironing man, house-keeping goods, etc. A fine assortment of parlor, office, and cooking stoves, ranges, heaters, grates, furnaces, oil and gas stoves, with their fittings, and all of the very latest improved patterns is carried and guaranteed as represented. These goods are all first-class, by the best makers, and are sold at lowest prices. A specialty is made of gas and steam fitting, plumbing, metal roofing, spouting, and general outside sheet metal work. Estimates are furnished, and contracts entered into. Mr. Gammel is a popular, reliable business man, and highly respected.

**W**ALSH BROTHERS, Wholesale Liquor Dealers, Nos. 351 and 353 Elk Street.—This well known house was founded in 1868 by the present partners, Messrs. A. & J. Walsh. The premises comprise a two-story elegant brick structure, 22x175 feet in dimension, stocked to repletion with the choicest goods to be found in the market. Only the best brands are handled, and the wisdom of this policy is evidenced by the very large trade done. Last year's sales aggregated half a million dollars, and during the first six months of the current year over \$36,000 were paid by this house alone in excise fees and dues on new stock. The business extends all over western New York, northern Pennsylvania, and far into Ohio, necessitating the steady employment of six travelling salesmen. The firm always carry the oldest and choicest vintages of sherris, ports, Madeiras, clarets, Bordeaux, Burgundies, Rhine wines, Moselle, such superb dry champagnes as Mumm's Paper Heidsieck, Chateau, Due de Montebello, Poullet Cordon Rosier, and others, choice three stars and fine champagne brands of Veuve, Hennessey, etc.; rye and bourbon whiskeys, Scotch and Irish whiskeys, John D. Guyper, and other equally renowned Holland gins, old Tom and Plymouth gins, New England, and Jamaica rums, cordials, bitters, French and Italian liqueurs, etc. A large staff of assistants are kept busy filling orders. The proprietors are natives of Ireland, but have been residents of this city since childhood. They rank high in financial circles, owning valuable real estate and a proprietors of a leading hotel in Addison, N. Y. They are courteous and popular in the community.

**M**ICHAEL LOEBIG & SON, Stoves, Tin Ware, Hardware, Etc., No. 345 Genesee Street.—In reviewing the thoroughly representative business places in the city, we know of no house more worthy of special mention than the time honored establishment of Messrs Michael Loebig & Son, manufacturers of and dealers in stoves and tinware, lamps, hardware, etc., whose store and workshop are centrally located at No. 345 Genesee Street. This enterprise was founded in 1854 by Mr. Michael Loebig, who successfully conducted it alone for the following thirty-five years, when he took his son into the business. The premises occupied consist of a commodious store, 20x34 feet in dimensions, with workshop in rear, in every way admirably adapted for the advantageous prosecution of the business. The stock carried is full and complete, and the facilities of the house having naturally expanded since the date of its establishment, stoves, sheet-iron ware, house-furnishing goods, cutlery, etc., can here be found quoted at prices few competing concerns can afford to duplicate. A specialty is made of every description of tin-smithing, roofing, spouting, and general jobbing and repairing. Mr. Loebig, Sr., was born in Germany, and has resided in Buffalo for the past forty years, his son being a native of the city. Both father and son are popular alike in business and social circles, and are members of the L.O.O.F., and other prominent organizations of a similar type.

**R**IEHMANN BROS., Dealers in Stoves and Hardware, Etc., and Manufacturers of Copper, Tin, and Sheet-iron Ware, Corner Chippewa and Genesee Streets.—Among the active, energetic, and old established business men in this city, there are none who enjoy a better reputation than Messrs. Riemann Bros., dealers in hardware, stoves, etc., corner of Chippewa and Genesee Streets. This business was established in 1869 by Mr. Charles Kretsch, who was succeeded some years later by Mr. J. B. Fishback, and in 1882 by the present proprietors. The store is well fitted up and contains a general assortment of builders' hardware, tools, cutlery, stoves, ranges, lamps, chimneys, and an extensive variety of house-furnishing goods, purchased direct from the leading manufacturers and sold at popular prices. The specialty of this house is the manufacture of copper, tin, and sheet-iron ware, roofing, spouting, etc. Both Messrs. J. H. and J. G. Riemann have had long experience in the business, and offer superior inducements to patrons. They are natives of this city, and honorable and trustworthy in their dealings, and are doing a lucrative trade. They are public-spirited citizens and take a deep interest in the advancement of the welfare of the city.

**P**HIL C. WITTE, Boots, Shoes, and Rubbers, No. 255 Genesee Street.—The old reliable boot, shoe, and rubber house at No. 255 Genesee Street first opened its doors for business in 1878, and its enterprising founder, Mr. Phil C. Witte, soon secured, and has still retained, a deservedly large share of the public patronage. It is continually fitted up and found fully stocked with the latest novelties in hand and machine made boots, shoes, gaiters and slippers, rubber goods, etc. A specialty is made of the manufacture of boots and shoes to order, a fit being guaranteed or no sale, and repairing receives prompt attention. The trade is an active one and embraces the custom of numerous fashionable private families in the city and vicinity, while all classes may here obtain goods best suited to their respective wants and circumstances. Mr. Witte is an upright dealer and manufacturer, and his uniform courtesy and promptness have made him highly popular.

**J**OHAN STETTER, Grocer, Filmore Avenue, Corner of Wepple Street.—A deservedly popular establishment in the grocery trade is that of Mr. John Stetter, corner of Filmore Avenue and Wepple Street. This gentleman was born in Germany and came to this city seven years ago. In 1888 he founded his present business, and some twelve months ago bought the building he now occupies. He controls a large trade, and has established a reputation for fair dealing and handling superior goods greatly rebounding to his credit. The store measures 25x30 feet, is neatly fitted up, and contains a splendid assortment of groceries and provisions, embracing the best brands of family flour and new-crop teas, coffees, sugars, sirups, spices, canned goods, delicatessen, smoked and salt meats, fish, butter, cheese, eggs, country produce, etc. Polite clerks attend to the wants of customers, and orders are called for and

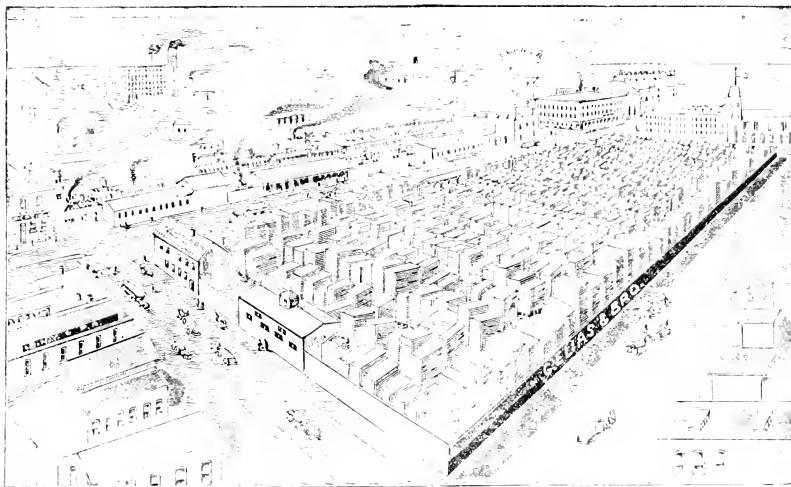
delivered. As a business man Mr. Stetter well deserves the success which has crowned his well-directed efforts.

**L**OUIS FOELL, Groceries and Provisions, Etc., No. 1044 Genesee Street.—Many of the business enterprises in this quarter of Buffalo rival, or at least compare favorably with, those located in any other part of the city. Among such is that of Mr. Louis Foell, No. 1044 Genesee Street. The stock here carried embraces a complete assortment of staple and fancy groceries, canned goods, cereals, table delicacies, teas, coffees, sugars, flour, feed, hay, grain, straw, etc., all of which have been selected with care, and may be obtained at the lowest figures consistent with fair dealing. A specialty is made of the handling of flour, feed, baled hay and straw. Mr. Foell has been in business for the past four years, and was previously with the well known house in the same line of Fred Zesch, corner of Chippewa and Genesee Streets. He is a native of the city, and enjoys the good will of his patrons and trade competitors alike. He is a member of the A. O. U. W.

**A.** J. SANNE, Grocer, No. 205 Seneca Street.—One of the best conducted grocery stores in the Second Ward is that of Mr. A. J. Sannen, No. 205 Seneca Street. It was first opened in 1889 by Mr. A. L. Robbins, who in May last was succeeded by Mr. Sannen. The latter has made many improvements in the store, increased the stock, and keeps on sale the very choicest goods at low prices, the stock including a splendid assortment of fancy and staple groceries of every description, the leading popular brands of family flour, table delicacies, etc., and the finest and best creamery and dairy butter and eggs, which are a specialty and brought to the store fresh daily. Orders receive prompt attention. Mr. Sannen, who was born in Ulster County, this state, came in 1885 to Buffalo, where he has maintained an unimpaired reputation, while his business is steadily growing to large proportions.

**G**EORGE H. YOUNGMANN, Boots, Hats, Etc., No. 431 Genesee Street.—This popular house was established in 1886 by the present proprietor and Mr. Scholl, under the firm name of Youngmann & Scholl. Since 1888 the business has been conducted by Mr. Youngmann alone. The store, which is 75x120 feet in size, is elegant and attractive in its fixtures and well assorted stock. This is one of the most complete stock of fine and medium grade boots, shoes, gaiters, and rubber goods to be found in this locality, and only the most reputable makers' goods being handled. Here also is to be found a splendid stock of men's, boys', and children's hats, caps, scarfs, ties, white shirts, colored shirts, flannel shirts, working shirts, overalls, jumpers, underwear, hosiery, handkerchiefs, gloves, mittens, collars, cuffs, suspenders, umbrellas, canes, scarf pins, collar buttons, cuff buttons, watch chains, charms, etc. Mr. Youngmann has here brought together the most useful and ornamental goods to be found in any establishment in Buffalo. Fine custom shirts are made to order, and satisfaction is guaranteed. On receipt of postal card an experienced fitter will be sent to take measurements. Courteous assistants are employed, prices charged are moderate, and the patronage of the house is steadily growing. Repairing is neatly done on short notice. Mr. Youngmann is highly respected for his enterprise and thorough reliability.

**A.** HANRAHAN, Groceries and Provisions, Wines, Liquors, and Cigars, No. 185 Chicago Street, Corner Fulton.—This gentleman is a native of Ireland, came to Buffalo in early boyhood, and by industrious habits has acquired a prominent position among this city's successful business men. He founded his business in 1871, and for the excellence of his goods and the liberality of his dealings has gained a high reputation. He occupies his own property, a three story brick building, 30x100 feet in dimensions, at No. 185 Chicago Street. The store is elegantly fitted up, and here is to be found a finely selected stock of teas, coffees, sugars, flours, farinaceous food of all kinds, sirups, delicacies and condiments, sauces and pickles, vegetables. The best brands of wines, liquors, and cigars, both domestic and foreign, are also always to be had in this first class house. Three assistants are employed, and all orders are promptly filled. The trade covers the whole city and is growing. Mr. Hanrahan is a prominent member of the Catholic Mutual Benevolent Association and Catholic Benevolent Legion. He is deservedly popular, and lives in a beautiful residence, No. 512 Prospect Avenue, near the Front.

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**F**RED J. STURM, Jr., Dealer in Meats, No. 268 Peach Street, Near North.—In this important branch of trade devoted to furnishing the inhabitants of the city with necessary food supplies, a very popular and deservedly prosperous concern is that of Mr. Fred J. Sturm, elegantly located at No. 268 Peach Street, near North Street. Mr. Sturm was born in this city in 1867, and at an early age entered the service of Mr. G. F. Christ in the same line of business and with whom he remained for six years. In 1889 he started business on his own account, and this enterprise he has conducted with uniform and gratifying success. His premises comprise a fine two story building. The store is commodious, compactly arranged, and fitted up with special reference to the trade. Here are daily handled large quantities of fresh, salt, and smoked meats of all kinds; a special branch of the business is the manufacture of all kinds of sausage, the rendering of pure lard, etc. These in quality and variety are unsurpassed by the products of any similar concern of the city. Ample facilities are provided for cold storage for the preservation of meats, etc., for an indefinite period, and customers are thus enabled to secure the choicest and wholesome beef, mutton, lamb, and country pork in all seasons of the year at the lowest prices. Mr. Sturm's sausages are noted for their excellent flavor, while his cured meats are unsurpassed in general excellence. Being an expert judge of meats, he buys only the very best of home bred and city dressed from the most reliable sources. His establishment is a model of neatness and cleanliness. Polite service is accorded by intelligent assistants and orders are promptly delivered at residences in the city free of charge. Mr. Sturm is a well-known, enterprising, and popular young business man, and is esteemed by all with whom he has dealings.

**J.** BLOEDEL, Dealer in Fine Groceries and Provisions, Flour, Feed, Baled Hay, Straw, Wines, Liquors, and Cigars, Nos. 23 and 25 Walden Avenue.—One of the finest, largest, and most attractive grocery stores on Walden Avenue is that owned and conducted by Mr. J. Bloedel, at Nos. 23 and 25. The store is a large double one, 50x10 feet in size. It is scrupulously clean and all the surroundings are in perfect keeping with the character of the business. Mr. Bloedel possesses a thorough knowledge of the grocery trade, and supplies all demands made upon him satisfactorily at the very lowest prices. The stock embraces everything, both staple and fancy, foreign and domestic, in the way of groceries and provisions and family supplies, including choice China and Japan teas, coffees from Mocha, Java, and South America; and delicatessen and fine old wines and liquors, bottled expressly for family and medicinal purposes; family flour, canned goods, smoked and salt meats, fish, pure spices, sugars, syrups, creamery and dairy butter, cheese, fresh eggs, and country produce. A large business is also done in meal, feed, and baled hay, and a heavy stock of this class of goods is always carried. Courteous clerks are employed and a wagon calls for and delivers orders in any part of the city. Mr. Bloedel, who is a native of Germany, has resided in Buffalo since 1844; he is a gentleman in middle life, and has been in the grocery business since 1871. He was formerly on Carlton and High Streets, and established himself in his present location in 1883, since which date he has enjoyed a success as pronounced as it is merited.

**A**UGUST KEMPF, Dealer in Choice Groceries, Provisions, Flour, Etc., No. 357 Genesee Street, Corner Hickory.—One of the most popular grocery establishments in this section of the city of Buffalo is that of August Kempf, No. 357 Genesee Street, corner of Hickory Street. It was founded in 1868 by Messrs. Fred and August Kempf. The premises occupied comprise a large two story warehouse, thoroughly equipped with all the best appliances for the storage of the large and valuable consignments of which the house is in daily receipt, having cold and dry storage for the better preservation of perishable goods. The store is 25x50 feet in area, with basement of equal dimensions. It is elegantly furnished, and is provided with every facility for the attractive display of the fine goods always in stock, and the comfort and convenience of patrons. The house deals largely in choice family groceries, provisions of all kinds, wines, liquors, and cigars, and is ever willing to pay the highest price for all kinds of farmers' produce. The assortment embraces choice Mocha, Java, and Rio coffees; fresh crop Oolong, Japan, English Breakfast, Young Hyson,

and China green teas; foreign and domestic fruits and nuts; dried and evaporated fruits; French prunes, dates, figs, etc.; olives and olive oil, macaroni and vermicelli; French peas and mushrooms, sardines and pickles, preserved fruits in glass, and domestic canned goods of superior quality; chocolate and cocoa, capers and sauces, farinaceous and cereal foods, and condiments of all kinds; and fancy and staple groceries of every description. A specialty is made of choice fresh butter, cheese, and eggs, and other country produce. In the way of wines, liquors, and cigars, the brands and vintages handled are always the best obtainable; a specialty in this line being the importation direct from the vineyards of the choicest California wines. Purchasing in large lots from the leading producers, the house is enabled to offer valuable wares at rock bottom prices.

**R.** C. BOOKSER, Jewelry, Musical Instruments, Etc., No. 250 Allen Street.—One of the most successful jewelers and dealers in musical instruments in the city is Mr. R. C. Bookser, a young man thirty-nine years old, and a native of Switzerland. He has been established in business in Buffalo since 1883, and in 1888 built the building he now occupies at No. 250 Allen Street. It is a brick structure, seventy-five feet deep and modern in its style and architecture. The store always presents a handsome, attractive appearance and contains goods of the value of from \$6,000 to \$10,000. The assortment embraces fashionable jewelry of new design, also gold and silver watches, clocks, spectacles, eyeglasses, a great variety of fancy articles, and a general line of musical instruments, including violins, cellos, guitars, piccolos, flageolets, banjos, cornets, horns, etc., and imported strings and musical merchandise generally. Mr. Bookser is not only a practical jeweler but a musician of reputation and a splendid performer upon a number of instruments. He is the leader of one of the best orchestras in the city and furnishes music for entertainments and parties, his patronage coming from the leading families, societies, and clubs.

**J.** ACOB METZGER, Merchant Tailor, No. 235 Allen Street.—Among Buffalo's most popular and successful tailors is Mr. Jacob Metzger, who was formerly located on South Division Street, and who recently removed to his present commodious and well adapted premises, No. 235 Allen Street. Here is displayed an excellent assortment of woolsens, worsteds, diagonals, cassimeres, and suitings of the very best foreign manufacture. These goods are procured direct from the manufacturers and importers, and are selected with a judgment which a life long experience in the trade confers, and customers are afforded ample choice of materials for suits for all seasons, while the most careful workmanship is executed in the making of materials. Mr. Metzger, by a careful study of the wants of his patrons, knows exactly how to meet them with the best classes of goods, excellent workmanship, and perfectly fitting garments at very moderate prices. Ten skilled workmen are employed. Mr. Metzger is a popular member of the Ancient Order of United Workmen and E. A. U. Society, and is regarded as an honorable business man and upright citizen.

**F.**RED J. DORN, The Jeweler, No. 89 Genesee Street.—There is probably not one among the many well kept jewelry stores that have sprung up in this vicinity of late years that has been attended with more gratifying prosperity than that of Mr. Fred J. Dorn, No. 89 Genesee Street. It is a neat, compact, and well ordered establishment where is always displayed a complete and first-class assortment of American and imported watches and clocks of every description; also a full and fine line of jewelry, including novelties in rings, pins, chains, charms, and emblematic designs; while purchasers can rely upon receiving an excellent article, courteous attention, and satisfactory dealing. Here also can be found everything in the line of sterling silver and plated ware, optical goods, and society emblems in unique designs and artistic workmanship, bottom prices in all instances prevailing. Watches, clocks, jewelry, etc., are neatly and promptly repaired at short notice and at reasonable rates, while four competent assistants are regularly employed, and all work executed at this establishment is fully warranted to render satisfaction. Mr. Dorn is a native of Buffalo, of German descent, and a practical and expert jeweler of many years' experience.



**B**UFFALO STAINED GLASS WORKS, No. 29 Pearl Street and Nos. 24 and 25 Terrace; Riester & Frohe, Proprietors. Intelligent foreigners have repeatedly complimented the manufacturers of glass of the United States, not only for the excellence of production in useful articles, but also for their skill in producing rich and highly artistic decorative works in stained glass of every description. In this connection special reference is made in this commercial review to the Buffalo Stained Glass Works, No. 29 Pearl Street, of which Messrs. F. J. Riester and Leo P. Frohe are the popular and enterprising proprietors. This business was established in 1845 by Mr. Wm. G. Miller, who was succeeded by J. Thurston in 1864 by Booth & Riester. Eventually in 1888 the present firm of Messrs. Riester and Frohe was organized, and assumed the management. The partners are thoroughly trained and practical artists, fully acquainted with every detail and feature of this im-

portant industry in all parts of the continent, their work being unsurpassed for elegance of design, finish, workmanship and artistic excellence, while their prices in all cases are extremely moderate. They have all the patterns, designs and stencils of the Burrs, Thurston & Meyers Stained Glass Works, and can replace or repair any work done by them. Orders and inquiries by mail receive prompt attention, while drawings, samples and estimates are furnished on application. Mr. Riester was born in France and Mr. Frohe in Holland, but both have resided in Buffalo the greater part of their lives, where they are highly regarded by the community for their artistic ability, skill, and industry. Among the late specimens of their handiwork in this vicinity may be mentioned the memorial windows in the Dean Baptist Church, the diamonds windows of St. James Episcopal Church, this city; the large Gothic windows of the Catholic Presbyterial Church, Oswego, N. Y., and the new Polish Church, of Buffalo; St. Louis Church, Buffalo; sixteen figure windows, Albany, Catharine; seventy figure windows St. Ann's Detroit; fourteen figure windows, Clearfield, Pa.; four figure windows for St. Adolph's Polish Church, Pittsburgh; six windows and two large transom windows, scenes in the life of St. Stephen for St. Stephen's Church, Buffalo. The samples they sent to the Paris Exposition were awarded a silver medal.

**J.** H. GAIL, Produce Commission Merchant, No. 94 West Market and No. 174 Michigan Streets. This establishment was founded by its present proprietor in 1862, when it at once acquired a prominent footing, which it has ever since retained. The premises occupied are situated at No. 94 West Market Street, and No. 174 Michigan Street, and comprise a three-story brick building extending from one street to another and having an area of 20,150 feet. Everything requisite is provided for the safe and careful handling of the choice and valuable stock constantly on hand, and the prompt and expeditious execution of the large and varied orders daily placed with this establishment. Twelve able and prudent assistants, clerks, and packers are kept busily employed at all seasons attending to the demands of the large and influential patronage of the house, and a staff of buyers and salesmen are continually on the ground. A large and general trade in all kinds of produce is being constantly carried on, and extends far beyond the limits of which Buffalo is the distributing centre. Apples, berries, vegetables, both domestic and foreign, the choicest butter and cheese, fresh meats, and fruits of every description are handled, and the transactions of the firm amount yearly to over a quarter million dollars. Mr. Gail in his long business career has established connections in every prominent district, and can place any order entrusted to him in any market that offers his customers the greatest advantages. He hangs to the service of his patrons every possible qualification, including perfected storage and shipping facilities, sound judgment, and a thorough knowledge of the wants of the trade. He is a prominent citizen of Buffalo and by his sterling integrity and active management has gained a well earned popularity with all classes of the community.

**FREDERICK BULL**, Real Estate and Fire Insurance, No. 20 Main Street. The business is ably conducted and managed by a man of energy, enterprise and ability, and among those who are entitled to first attention to Mr. Frederick Bull who has for many years a child's experience, and is familiar with all the details of the trade. He is a native of Ontario County, and for a period of several years a clerk of Livingston County and a member of the local revenue reported by President Grant. He came to Buffalo in 1861, and in 1864 he embarked in business on his own account, in the charge of General Washworth's property in Buffalo. He has since resided in twenty years. This position he has since held, and in 1884, March 1, 1884, has been elected to the position of a local National Exchange Building, No. 20 Main Street. Mr. Bull is a thoroughly authorized agent for the Germania Fire Insurance Co. of the city and also represents many others at least a dozen more of the very best rated, and profitable insurers, all of which are a fact in all cases and prompt payment of losses. In giving his attention to all such matters as a man in the legitimate sphere of the business. He is a reliable, a conscientious and an honest man, and the confidence and regard of a wide circle of friends and acquaintances.



portant industry and the requirements of the most critical patrons. The premises occupied embrace a commodious three-story and basement building, 40,000 feet in area, fully equipped with every appliance and facility for the systematic and successful conduct of this artistic industry. Here twenty-two highly skilled workmen are employed, and the trade of the house now extends throughout the entire United States. Messrs. Riester and Frohe manufacture to order ecclesiastical and domestic art stained glass of every description, sculptural figure-pieces, memorial windows, mosaic and ornamental windows in antique, also colored cathedral, opalescent Venetian, stained and enamelled glass. The firm have already furnished windows to

**M**CGRATH & BISGOOD, Wholesale Manufacturers of Spring Beds, Mattresses, and Bedding of Every Description, No. 88 Pearl Street.—The importance of Buffalo as a centre of trade in spring beds, mattresses, and in fact bedding of every description, is due to the distinguished enterprise and indefatigable energy of the old and responsible firm of McGrath & Bisgood, No. 88 Pearl Street. This firm has special qualifications and magnificent facilities, and in view of the fact that a great deal of inferior work in this line is put upon the market by unscrupulous manufacturers, it is a duty and a pleasure on our part to give the widest publicity to the superiority and merits of Messrs. McGrath & Bisgood's stock. These gentlemen started manufacturing in October, 1869, and have continued to do a steadily enlarged trade. They were for a long time located on Main Street, but in 1883, in response to the rapidly increasing demands of their customers, they removed to their present premises, No. 88 Pearl Street, a handsome five-story and basement building 25x125 feet in dimensions and fitted up especially for the purpose of manufacturing their improved spring beds and reliable mattresses, etc., upon the most extensive scale. They use only the very best materials and employ only skilled labor, while all work is done under the eye of experienced foremen and the personal supervision of the firm themselves. In this way this firm have achieved an enviable reputation for the superiority of their work. The best class of trade, city and county, prefers their lines of bedding. They are also large importers of brass and iron bedsteads of beautiful design and finish and especially worthy of inspection. They are first hands for prime live-goose feathers, and carry an immense stock, together with German and Elder down. They have every advantage at their command, and the trade can nowhere deal to such advantage as here. Mr. Henry McGrath is a native of Ireland, and has resided here for the past twenty-two years; while Mr. Henry V. Bisgood is likewise a native of Ireland and a resident of Buffalo for forty years. Both of these gentlemen are popular and respected merchants and manufacturers, and have developed the leading interest of its kind in Buffalo.

**V**ANDERSCHER BROS., Livery and Boarding Stable, Nos. 345 and 347 Jefferson Street.—There is nothing which adds so much to the metropolitan character of a city as her well stocked, thoroughly appointed, and ably managed livery stables. Through their instrumentality the resident or visitor is furnished with the means of travelling at any hour, and in all kinds of weather, from one part of the city to the other, affording safe, comfortable, and pleasant means of transit. In this connection, we would call the attention of our readers to the commodious coach, cab, livery, and boardings table of Messrs. Vanderscher Brothers, Nos. 345 and 347 Jefferson Street, near Jackson. The premises occupied comprise an eligible three story frame building, 46x150 feet in dimensions, the lower floor being suitably laid out for stall accommodation and the upper utilized as general carriage repository. In the interior arrangements everything that the experience of the proprietors, which covers a period of many years, could suggest has been literally supplied. The stable is roomy, clean, convenient, well lighted, drained, and ventilated. The coaches and cabs are modern in style, and of as elegant finish and appearance as can be turned out by any similar concern in this section of the city. The horses are in perfect accord with the carriages, and a speciality is made of furnishing equipages for funerals and wedding parties. The individual members of the firm are Messrs Edward and Emil Vanderscher, both natives of Buffalo and the representative liverymen of this neighborhood.

**C.** W. RYKERT, Photographer, Nos. 226 & 227 Jefferson Street.—Wonderful progress has been made of late in the photographic art, and it might be fairly said that the plane of perfection has been reached. One of the most popular photographers in Buffalo is Mr. C. W. Rykert, who is also pronounced one of the most proficient, which may be attributed to the fact that he gives a closer attention to details of finish than the majority of his contemporaries. Mr. Rykert possesses a thorough mastery of the different methods and recent improvements that have been made in the art, and has one of the most complete studios in the city. He fully understands how to give an easy and graceful pose to the sitter before

the camera, and produces soul speaking likenesses, showing harmony in their composition and truth in their every outline. In producing a picture he omits nothing, not even the most trifling detail, and the result is a class of portraiture correct and perfect in every respect. He executes all kinds of work, and also copies and enlarges pictures in oil, crayon, pastel, water-colors, and India ink. He is a native of Buffalo, and after acquiring a thorough knowledge of his profession in the well known house of David Tucker & Co., on Main Street, engaged in business on his own account in 1883. Mr. Rykert is held in high estimation by all who know him, and is a respected member of the E. O. N. A., Order of Chosen Friends, and Independent Order of Foresters.

**M**CKINNON DASH AND HARDWARE CO. (Limited), Manufacturers of Carriage Dashes, Fenders, Etc., Nos. 248 to 252 Amherst Street.—This representative and successful company was incorporated in 1888 with a paid up capital of \$48,000, and its trade now extends throughout the United States and Canada. The company makes a specialty of fine quality dashes, and fenders suitable for the best trade. The frames of all these dashes are made of extra quality iron, while the upright bars are given additional strength and stiffness at the lower corners, where strength is specially required. Only the best stock of the various grades of leather is utilized, and no inferior materials are allowed in the work. These splendid dashes are all manufactured under patents issued to L. E. McKinnon. These patents cover all dashes and fenders with bolt heads inserted from the rear through an opening in the frame. The company's factory is fully equipped with special machinery and appliances, and furnishes constant employment to a large number of skilled workmen. A large stock is constantly kept on hand, and all orders are promptly filled at the lowest possible prices. The company also has extensive works at St. Catharines, Ont. The following gentlemen, who are widely known and highly esteemed in trade circles for their skill, enterprise, and integrity, are the officers, viz: N. F. McKinnon, president; D. J. McKinnon, vice-president; L. E. McKinnon, treasurer and manager; N. A. Notman, secretary. In conclusion we would observe that the McKinnon dash is superior in all points, but especially in quality of stock and in simplicity, strength, and appearance of the concealed head bolt attachments.

**E**DWARD NEWELL, "Domestic" Sewing Machine Rooms, No. 24 West Eagle Street.—In almost every department of mechanics do our people excel, and the products of our workshops stand unrivalled in the markets of the world. This statement is particularly true with regard to sewing machines, in which the products of American genius are noted for their lightness, strength, and general adaptability to the work required of them. One of the leading sewing machines of the country is the world famous "Domestic," a machine that is acknowledged by the public at large as actually being the best, possessing as it does, the qualities of being noiseless, rapid, light running, not fatiguing to the operator, and capable of doing no less than sixteen hundred stitches to the minute. Like true gold, it is the only machine having a host of imitators. Machines made to look like the "Domestic" are often palmed off as such, but they are purely and simply worthless as compared with the genuine article. Pages might be written and testimonials by the million produced attesting the superiority of the "Domestic Sewing Machine," but the day is past and gone when any such endorsements are necessary. The agency for this section of New York State is vested in the hands of Mr. Edward Newell, No. 24 West Eagle Street, where the various grades and styles of these machines may be inspected and purchased either for cash or upon easy weekly or monthly instalments. Here likewise will be found a full assortment of the famous "Domestic" patterns, needles, oil, and every description of machine supplies. Mr. Newell is a native of Boston, and enjoys the distinction of being the oldest experienced sewing machine agent in Buffalo. He primarily engaged as representative of the Grover & Baker Sewing Machine Company in 1867, turning his attention to the more modern "Domestic" in 1879. Some idea of his eminent fitness to represent so gigantic a corporation as the Domestic Sewing Machine Company may be deduced from the statement that, since he joined issue with them, he has sold no less than 27,000 machines of their manufacture.



**G**EO. H. DIKEMAN, Manufacturers' Agent; Automatic Machines a Specialty, No. 305 Main Street.—In the invention of labor-saving machinery of every description, American ingenuity leads the world. Scarcely a day passes in which some useful machine or contrivance for saving time and labor is not placed on the market. Among the most ingenious of these mechanical novelties which have appeared within recent years, are the automatic machines which are set in motion by dropping a coin in a slot made



for that purpose, when confectionery, perfume, chewing-gum, or even a copy of the latest novel, is ejected from the machine in return for the coin expended. A house which is carrying on active operations in the lease of these automatic novelties in Buffalo, is that of Mr. Geo. H. Dikeman, whose office is at No. 305 Main Street. This gentleman is manufacturers' agent for the Chocolate Automatic Selling Company, of Boston, Mass.; the Tutti Frutti Automatic Vending Company, of Brooklyn, N. Y.; the Tourist Delight Publishing Company, of New York; the Williams Automatic Machine Company, the Opera Glass Supply Company, and others. He is agent for these concerns for western New York and northwestern Pennsylvania, and his establishment is the largest in this line in the entire two states, with the exception of New York City. The machines are loaned by Mr. Dikeman to parties who have advantageous business stands, and they are kept filled with goods by him. The machines are attractive and profitable adjuncts to a store, as they require no attention, and are always well patronized. The fullest particulars are given on application to Mr. Dikeman, and he will be found a liberal, pleasant gentleman with whom to have dealings.

**B**UFFALO ICE COMPANY, J. L. Moore, General Manager, No. 33 West Eagle Street.—Ice, which was formerly but little used for any purpose, has become within recent years a staple commodity, and an indispensable necessity. There are few families so poor in the great cities of the United States that they do not patronize the ice man during the heated term at least, and in a great city like Buffalo, the quantity used for various purposes is simply immense. Among the enterprising firms and companies engaged in this trade in the Queen City, a prominent one is that known as the Buffalo Ice Company, whose general office is located at No. 33 West Eagle Street, corner Niagara Street. This progressive company was incorporated in 1884 under the laws of New York with a paid up capital of \$150,000, and its trade now extends throughout all sections of Buffalo and its vicinity. They have extensive ice-houses at the foot of Genesee Street, Porter Avenue, and Georgia Street, and an immense one in Orillia, Canada. The Canada ice-house is 600 feet long, 150 feet wide, and 24 feet high, and has a capacity of storing 60,000 tons of ice. The company's other ice-houses have a capacity of 73,000 tons. They employ in Buffalo 40 wagons and 100 men, and during the winter 500 men. The company's ice is noted for its purity, quality, and uniform excellence, and during the present season they are supplying customers with Canada ice. Orders are promptly attended to, and the com-

pany can always be relied on for effective service. The following gentlemen, who are highly regarded in the business circles of Buffalo for their integrity and enterprise, are the officers, viz.: A. J. Briggs, president; E. W. Clark, vice president; G. W. Partridge, secretary and treasurer; J. Lansing Moore, general manager. The telephone call of the company is No. 280.

**T**HE WASHINGTON LIFE INSURANCE CO. OF NEW YORK, W. L. Oakes, General Agent, White Building.—This company is now in the 31st year of a flourishing existence, and has accumulated assets of \$10,073,351, while it has paid policy holders since organization over \$17,900,000. Its income in 1889 was no less than \$2,531,928, largely derived from first mortgage loans, and of which it holds over \$8,324,000, principally on improved New York city realty, the surest investment in the world. The company has under the able guidance of President Brewer, Jr., and Vice President Hartman introduced many new and valuable features, all in the interest of the policy holder, so that it now offers inducements nowhere else duplicated. We need only allude to a few, viz.: the best forms of survivorship distribution policies; its policies are clearly worded and free of all technicalities, incontestable, non-forfeitable, unrestricted as to residence and travel, and more liberal than the law requires. The new combination policy is far ahead of any other in existence. It is a complete union of the savings bank and insurance features of thrift, and the insured, if he survives the term, receives the entire amount, as specified in the bond, and also a paid up policy of insurance for one-half the amount so paid. Survivorship dividends are also paid in cash, or used to augment the insurance. In case of prior death, the full amount specified is at once paid; if the policy holder survives, he is assured a competence for himself, besides an estate for his family. All these and other features place this form of policy far in advance of others with same aims in view, and the company has been writing large amounts under it in the principal cities of the Union. Mr. Oakes is widely and favorably known in business circles, and assumed the general agency about two years ago, since which date he has developed much new business. Mr. Oakes also covers Erie, Cattaraugus, and Niagara Counties with his agents, and is a pushing, energetic, and representative of the popular "Washington" Life Insurance Co. of New York.

**K**ERR, LEWIS & CO., Grain and Live Stock Brokers; Post Office and Telegraph Address, East Buffalo, N. Y.—This old and reliable firm was established in 1865, and its career has been an eminently successful one. The firm conduct a general brokerage business in live stock, grain, seeds, hay, etc., and handle these in carload lots. Consignments of live stock, etc., should be shipped in owner's name to the care of Messrs. Kerr, Lewis & Co., Live Stock Yard, East Buffalo. All communications by mail or telegraph receive prompt attention.

**S**CHAEFER & BRO., Malsters; Office No. 178 Main Street, Corner Terrace; Malt House, Seventh Street, Corner Jersey Street.—A representative and successful house engaged in the manufacture of malt, is that of Messrs. Schaefer & Brother, whose malt house is located on Seventh Street. The firm's office is at No. 178 Main Street, and they have likewise leased a large malt house in Black Rock. Their malt houses are equipped with the latest improved appliances and machinery known to the trade, and have a capacity of 250,000 bushels of malt annually. This business was established in 1860 by Anthony Schaefer, who was succeeded in 1861 by the present firm, the copartners being Messrs. Gustavus A. and Henry L. Schaefer, both experienced and expert malsters. They utilize chiefly Canada barley, and turn out malt which is unrivaled for quality and uniform excellence. They fill orders at the lowest possible prices, and their trade extends throughout all sections of the eastern States. Both partners were born in Germany, but have resided in Buffalo since childhood, where they are highly esteemed for their enterprise and integrity. Mr. G. A. Schaefer in 1857, was a clerk in White's Bank (now the American Exchange Bank), and later as clerk for Captain Dobbins in the grain and flour business. Both partners are popular members of the United States Brewers' and New York State Brewers' and Malsters' Associations, and of the Merchants' Exchange. Mr. G. A. Schaefer is also President of the Niagara Cider and Vinegar Works, and is one of Buffalo's public-spirited and influential citizens.



**DOCTOR MILL'S STORE OF RATIONAL MEDICINES, No. 44 Hickory Street,** (between North and South Division Street).—No historical review of the business interests of Buffalo would be complete without a suitable reference to Dr. William M. Mill's famous Old Botanic Depot and Pharmacy, a veritable landmark in the history of the drug trade of Buffalo. The doctor is a very active and enterprising business man, and evinces great energy in the management of his establishment, which has secured a correspondingly large measure of patronage. This business was established some forty years ago by the doctor, who, since its inception at that date, has made wonderful progress. The doctor compounds his own remedies, whose efficacy has been thoroughly demonstrated, and are well known and used all over the United States and Canada. The following are his favorite remedies, viz.: Doctor Mill's Vegetable Linctum, Hot Drops, Compound of Sarsaparilla, Poorman's Medicine, Vegetable Worm Syrup, Vegetable Syrup for Dysentery, Catarrh Syrup, and Cough and Lung Syrup. The office and laboratory are centrally and eligibly located at No. 44 Hickory Street. The doctor's famous receipts are known all over the world, and no greater credit to him could accrue than from having his name linked with those valuable remedies that have cured tens of thousands of sufferers. He does a large and permanent business, and brings both ample skill and long practical experience to bear in the discharge of his professional duties. He is a popular member of business circles, honorable in his dealings with all men, and well worthy of the cautious measure of success that attends him.

**GEORGE E. TRAUTMANN, Dealer in Meats, No. 352 North Division Street, Corner Cedar.**—Supplying the citizens of Buffalo with meats and provisions is a business of ever-expanding dimensions; and it is represented in the third ward by none so well as Mr. Geo. E. Trautmann, who had an extended experience in the trade in the Elk Street Market prior to 1889, when he began operation on his own account at his present address, No. 352 North Division Street, where he owns and occupies a three-story building 25x50 feet in area. The store is neat and attractive, and is provided with refrigerators and all conveniences necessary. It is kept scrupulously clean, and is stocked with the finest and choicest fresh beef, veal, lamb, mutton, pork, also smoked and salt meats, and country produce, received direct from the best sources of supply. The custom embraces the best class of the community. Owing to the superior quality of the meats furnished, courteous attention to patrons, and low prices, the trade is steadily growing. Mr. Trautmann is a native Buffalonian, and has a wide circle of friends and acquaintances.

**ADOLPH WITTE, Dealer in Boots, Shoes, and Rubbers, No. 191 East Ferry Street, Corner Purdy.**—Among the many reputable business men on East Ferry Street none are more popular than Mr. Adolph Witte, custom boot and shoe maker and dealer in boots, shoes, and rubbers. Mr. Witte has had a long practical experience in the business. The store is tastefully arranged and compact and well stocked with a fine assortment of fine and medium grade footwear, embracing everything that is new, fashionable, and desirable for men and boys, and ladies, misses, and children. The goods are fully warranted as represented, and prices are governed by moderation. A splendid business is being done. In the custom department efficient workmen are employed, and prompt attention is given to orders, and a perfect fit is guaranteed. Mr. Witte, who is from Germany, came to Buffalo many years ago, has been established in business about a year, and in that time has been eminently successful. He owns the building in which he is located, and is an upright, useful business man and citizen.

**J. C. STANDART & SON (Successors to Edward J. Smith), Pharmacists, Etc., Nos. 198 and 195 Niagara Street, Corner Huron Street.**—This prosperous, well-known establishment is one of the most popular concerns of the kind in that section of the city. The business here was founded in 1886 by Mr. Edward J. Smith, who recently disposed of it to Messrs. J. C. Standart & Son. The store which is triangular in shape, has a front of 50 feet, and is fitted and furnished in a neat, tasteful manner, all the surroundings being in perfect keeping with the character of the business. Conspicuous features are hand-some show cases and a soda fountain of elaborate design. A well-selected and comprehensive stock of pure fresh drugs, chemicals, family medicines, pharmaceuticals, tinctures, extracts, essences, mineral waters, etc., is always carried;

and also everything in the way of imported and domestic, toilet, and fancy articles, druggists' sundries, surgical appliances, etc. A special feature is made of pure imported wines and liquors, which are put up expressly for medicinal and family purposes; also choice Havana cigars, and the best brands of those of home production. The stock is always kept up to a standard value of from \$6000 to \$7000, and the goods are fully warranted as represented. The business is large and both wholesale and retail in character, and is widely diffused throughout the city and adjacent sections. Every care is paid to the prescription department, which is under the immediate supervision and direction of the junior member of the firm, who is a graduate of the University of Michigan, Department of Pharmacy, class 1887. For over two years he had one of the best of experiences in the compounding of prescriptions in the Northern Asylum for the Insane, Michigan, and afterwards was manager of the drug store of Messrs. Gleim & Benfield, Cleveland, O. The business now under their control is continually growing and increasing, and the patronage comes from the best classes of the community. Four courteous assistants are employed. The firm are the sole manufacturers of "Smith's Dentifrice Cream," which is highly recommended and has a wide sale. The members of the firm are substantial business men, and merit success.

**FREDERIC F. PIERSON, Wrought and Cast Iron Pipe and Fittings, Engineers' and Plumbers' Supplies, Nos. 44 and 46 N. Division Street.**—An especially noteworthy and representative Buffalo house is that of Mr. Frederic F. Pierson, manufacturer, agent, and dealer in wrought and cast iron pipe and fittings, engineers' and plumbers' supplies, etc. It was founded in 1888 by Messrs. Pierson & Clark, but since May of 1890 has been under the sole control of Mr. Pierson, who is a man of business push, enterprise, and ample experience, and who is conducting operations upon strict business principles. He is a native of New Jersey, was for several years in the business in New York City, and is well versed in all of the details of the trade in which he is engaged. His premises at Nos. 44 and 46 N. Division Street are commodious and conveniently arranged, and contain a large and varied assortment of wrought and cast iron pipe and fittings for steam, water, gas, and oil; brass goods and engineers' and plumbers' supplies generally, the products of the best known manufacturers in the country. Mr. Pierson is the agent for the Washburn, Brass and Iron Company of Yonkers, New York, and the "Morphy" Iron Pails of Pittsburgh, Pa.; also the Spence Hot Water Heater. Possessing every requisite facility, he is prepared to grant the trade every possible advantage. The business is strictly wholesale, and besides a flourishing city trade a splendid patronage has been built up in all parts of the western section of the state. Mr. Pierson will be found liberal and just, and those entering into business relations with him will obtain advantages not to be had at any other house in the same line of trade in the city.

**RICHARD HUMPHREY, Dealer in Coal, Wood, Flour, Feed, Oatmeal, Grain, Hay and Straw; Yard and Storehouse, Foot of Amherst Street; Office and Residence, No. 1858 Niagara Street, Black Rock.**—Mr. Richard Humphrey, whose extensive establishment is at the foot of Amherst Street, Black Rock, is one of our most plucky and enterprising adopted citizens. He established himself in his present location in 1882, and carries a large and well selected line of choice flour and bread-stuffs, hay, grain, and mill feed, as well as immense quantities of coal and wood. He offers the best in all lines at the lowest rates. His store is 60x30 feet in area, and he has a feed mill in the rear of the store, where he grinds corn meal and feed, turning out three car-loads weekly. The yard for coal and wood is 325x100 feet, and a large business is done with the retail dealers in Buffalo, Tonawanda, and surrounding towns. He keeps six delivery wagons on "the go" all the time, employs fourteen men in the mills and yards, and the business transactions foot up to \$150,000 yearly. Mr. Humphrey's storehouses are at the foot of Amherst Street, Black Rock, and his office and residence at 1858 Niagara Street. He is a native of Wales, about forty years old. He came to New York at the age of twenty, without other capital than pluck, perseverance, and integrity. He first tried farming, and later had the care of Mr. C. Gilbert's horses for twelve years, and was afterward superintendent for Gilbert's Starch Works in this city. He enjoys the distinction of having placed on the Niagara River the first steamboat to navigate it daily.



**J.** H. ROSS, Wholesale and Retail Dealer in Cements, Plaster, Hair, Fire Brick, Etc.; Office, No. 141 Erie Street—Cement Warehouse, River Street, Erie Basin Elevator; Quick Lime Warehouse, No. 213 Perry Street—The leading house engaged in the building material trade in Buffalo is undoubtedly that so ably conducted by Mr. J. H. Ross, at No. 141 Erie Street. Mr. Ross is a manufacturer of "Buffalo" quick lime and state land plaster, the latter being used for fertilizing purposes. The business was founded in 1835 by the Akron Cement Works, and in 1879, Mr. Ross succeeded to the ownership. He brought to bear a sound, practical knowledge of every department and there has been a steady growth of the trade since ever since control. His "Buffalo" quick lime is unsurpassed for quality, reliability, and general excellence. Mr. Ross is also manufacturers' agent for Akron Star Brand Cement and "Best" Ohio sewer pipe. The Akron (Star Brand) cement is widely celebrated for its superior quality and uniformity, and is used largely in the building up of Buffalo. Among the most celebrated works in which this cement has been used might be mentioned the great St. Louis bridge across the Mississippi, the Cantleover Bridge at Niagara Falls, the International Bridge at Buffalo and the Poughkeepsie Bridge across the Hudson River. Mr. Ross handles at wholesale and retail imported Portland cements, calcined plaster, Ohio white lime, plastering hair, marble dust, fire brick, fire clay, soapstone finish, etc., and carries a heavy stock in his warehouses, No. 213 Perry Street, and at the Erie Basin Elevator foot of Genesee Street. The trade extends throughout western New York. The resources possessed enable the proprietor to meet all wants promptly and satisfactorily. Mr. Ross is a native of Washington County, N. Y., has resided in this city thirty years, and is highly regarded for his business capacity and integrity.

**W.** B. HOFF, Pharmacist, No. 130 Chenango Street, Corner Massachusetts Street.—An old established and representative pharmacy is that of Mr. W. B. Hoff, at No. 130 Chenango Street, corner of Massachusetts Street. The business was founded by this gentleman in 1878 on Connecticut Street, and in 1882 was removed to Port Byron, N. Y., whence he returned to Buffalo in 1885, establishing himself at No. 428 Rhode Island Street. In 1888 he took possession of his present ample and attractive store, 50x25 feet in dimensions, where a large trade has been developed. Two assistants are employed. Physicians' prescriptions and family recipes are here compounded and prices are extremely moderate. The stock includes carefully selected drugs, medicines and chemicals, herbs, roots, barks, etc.; all standard proprietary medicines, pure medicinal liquors, mineral waters, etc.; also a full assortment of toilet articles, and European fancy and druggists' supplies. A specialty is made of "Hoffs' Cough Syrup," "Hoffs' Tooth Powder," "Hoffs' Carbolic Ointment," which are widely known for their wonderful curative and healing powers. A prominent feature in this store is an elegant soda fountain. Mr. Hoff is a licensed pharmacist, and enjoys the confidence of many of our leading physicians. He is a member of the Masonic fraternity, and is highly esteemed in the community.

**J.** AMES GARAHIE, Wholesale Grocer, Nos. 290 and 292 Swan Street, Corner Pine.—Of the many wholesale and retail dealers in groceries in Buffalo few have had a more successful business career or have acquired such popularity with all classes of the community than Mr. James Garahie. A native of Ireland, he settled in Buffalo in 1835, and in 1870 founded his present business at Nos. 290 and 292 Swan Street, corner of Pine. These premises comprise a two story frame building on Swan Street, utilized as a store, and having an area of 4x115 feet; also a two story brick store and warehouse fronting on Pine Street, and running back to the rear of the first mentioned structure. These premises are equipped with the latest improvements and appliances. Experienced in all that pertains to his line of trade, Mr. Garahie is always watchful of the best interests of his patrons. The stock includes a well selected assortment of staple and fancy groceries, such as the best crop of teas, Oolong, Gunpowder, Hyson, Young Hyson, Japan, fragrant Mocha and Java coffees, sugars, flours of the best brands, sirups, canned goods, crackers, cheese, prime butter, salt, saleratus, baking powders, sodas, etc. A specialty is made of handling on commission consignments of country produce of every description. The trade has had a steady growth, and extends all over the city, a

great part of western New York and northern Pennsylvania. The transactions reach the handsome figure of \$60,000 annually, and a staff of five assistants are requisite to handle the large orders constantly coming in. Three delivery wagons are in use and all orders are filled with promptness, satisfaction in all cases being guaranteed. Mr. Garahie is also the owner of the lively stable at No. 214 Swan Street, and this he manages with great success. He is much esteemed for his uniform courtesy to patrons, and is a popular member of the C. M. B. A.

**E.**MMET FLEMING, Wholesale Lumber Dealer, Louisiana Street, Ohio Basin.—The lumber trade in Buffalo is of first importance. The sales of Michigan forest product alone in this city annually reach enormous proportions, representing millions, while the aggregate transactions afford evidence of constant and material increase. Among the leading merchants engaged in the trade there is none more worthy of note than Emmet Fleming, the widely known lumber dealer, whose office and capacious yard are conveniently located on Louisiana Street, Ohio Basin, P. O. Box, 213. He buys by the cargo, and ships direct from the forest to eastern points, doing a wholesale trade principally, and handling upwards of 1,000,000 feet of Michigan lumber a year. The yard, which has ample transportation and all other necessary facilities, occupies 300 feet of water front and extends back 400 feet. A large force of help is here employed, while several wagons deliver throughout the city and suburbs. A large stock of lumber and timber is constantly kept on hand, and orders are attended to promptly, car lots being a specialty. Lumber is furnished cut to any desired dimensions. This business was established in 1885 by Hennessey & Fleming, and in 1889 Mr. Fleming assumed sole control. He is thoroughly conversant with the wants of the trade, and maintains an AI standing in commercial circles.

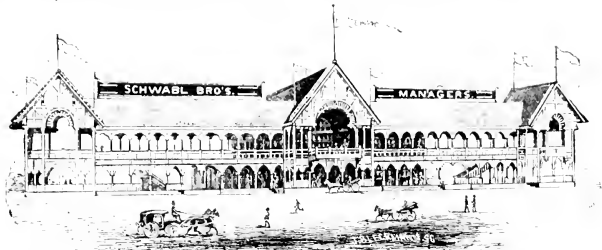
**G.**EO. A. LATHROP, Laundry Supply Depot, No. 101 Genesee Street.—Mr. Geo. A. Lathrop, whose headquarters are centrally and eligibly located at No. 101 Genesee Street, makes a specialty of handling family laundry supplies, wood and willow ware, fancy baskets, etc. He at all times carries a large and well selected stock, his specialties comprising the celebrated Catawag and United States washing-machines, clothes wringers, clothes racks, ironing boards, ironing tables, wash benches, wash boards extension clothes props, sad irons, polishing irons, etc., in fact everything that is necessary for the family laundry, while in wood and willow ware may be mentioned lunch, work, market, picnic, and fancy baskets of every description; wash tubs, water pails, scrub pails, paper pails, cedar pails, scrub brushes, stove brushes, window brushes, window cleaners, brooms, toy laundry sets, etc., and a vast variety of kindred useful commodities too numerous for particularization in these columns. These goods are without question the very best the market affords. He also makes a specialty of repairing clothes wringers and carpet sweepers. Here at all times may be found parts for all the different makes. He is a native of Barton, N. Y., in every respect a business man of energy and enterprise.

**C.**ROWLEY BROTHERS, Undertakers and Embalmers; Office and Warerooms, No. 23 Court Street.—One of the oldest, largest, and most favorably known undertaking and embalming establishments in Buffalo is conducted by the Messrs. Crowley Brothers, whose office and warerooms are located at No. 23 Court Street. This business was founded in 1838 by Mr. Timothy Crowley, by whom it was continued up to 1884, when his death occurred, and he was succeeded by his sons, Messrs. John L., Thos. F., and Geo. T. Crowley, all natives of this city and prominently known here. Mr. John L. Crowley is first vice-president of the New York State Undertakers' Association, a delegate to the Undertakers' Convention which meets in Omaha in October next, and is chairman on the committee of control of the same. Mr. Thos. F. Crowley is one of the city assessors, while Mr. Geo. T. Crowley is a director of the Erie County Athletic Club. The present premises have been occupied since 1863. They consist of the entire first floor, 25x80 feet in dimensions, appropriately fitted up, and provided with every necessary convenience. A full stock is carried of coffins, caskets, and funeral furnishings of all kinds. The firm own a handsome hearse and are at all times ready to take entire charge of funerals, being prompt in meeting their engagements, performing their duties with accuracy, judgment, and propriety.



**T**HE PARADE HOUSE, Messrs. Schwab & Co., Proprietors, Nos. 287 Broadway. In attending the affairs of the Queen City it is but just that special mention should be made of the famous "Parade House," next to the best popular summer pleasure in Buffalo. It is located at the intersection of Genesee street, Warren Avenue and First Street, and is a large, substantial frame structure, from the spacious veranda of which a magnificent view may be had of the beautiful parks and parks which lie north. Here, one may sit on Sunday, or on the secular days, in the refreshing open

air, and all orders receive prompt attention, while the prices quoted are always of the most reasonable character. Among the noteworthy structures here in the city erected by Mr. Tilden may be mentioned the Palace Hotel, "The Arlington," Star Theatre, the Buffalo street Railway Car, stables on Main Street, Gold Springs Stable, Niagara street Stable, Eagle and Jefferson Streets Stables, and Broadway and Jefferson Streets Stables; the Brozel Hotel, French's Block, the clubs in Building, "Eagle Street" and many other business blocks and handsome residences.



air of Buffalo's peculiar exhilarating climate listening to the strains of sweet music furnished by both an orchestra of stringed instruments and the more martial sound of a brass band. Horse cars with

"Parade House" painted on them, run from the central parts of the city direct to this favored spot. The "Parade House" property is owned by the city of Buffalo, but it has been leased to the Messrs. Schwab Brothers, who are proprietors of a first class liquor saloon at No. 287 Broadway, and are numbered among Buffalo's most progressive and energetic citizens. The Messrs. Schwab are of German descent. Their father, who was born in the Fatherland, came to this city many years ago. All his sons were born here. They are representative merchants and citizens, and in their hands, and under their able management the Parade House has increased in popularity. It is patronized in particular by our German-American citizens, who with their wives, sweethearts, children and friends flock there to enjoy the music, the air, sunshine, trees and flowers. Nor is the "inner man" forgotten, for here are served both solids and liquids, the famous malt beverages for which Buffalo's brewers are noted, also temperance drinks of all kinds, and all at popular prices. A better place to pass a pleasant day could not be found. The best of order at all times prevails. The place wears a cosmopolitan aspect, is European in its flavor, and truly American in its gathering. It is a source of pride to the city, and its management by the Messrs. Schwab reflects the utmost credit upon them.

**J. H. TILDEN, Builder and Contractor; Office, Nos. 12 and 14 Henry Street, near Erie Canal.** Not one among the representative builders and contractors of this city maintains a higher reputation for skill and reliability, and none enjoy a larger share of recognition than J. H. Tilden, whose office, etc., are at Nos. 12 and 14 Henry Street. He is one of the oldest, leading and best known representative of the building trade in Buffalo. This business was established in 1875 by T. B. Tilden, who in 1879 took into partnership his son, J. H., and under the firm name of T. B. and J. H. Tilden it was conducted up to 1893, when the junior member assumed sole control. Mr. Tilden, who is a gentleman rather than the meridian of life, but active and energetic, was born in Franklin, Conn., and has lived in this city some fifty three years. His residence being at No. 128 Franklin Street. He is a thoroughly practical mason and builder of long and varied experience, has ample shop and storage facilities for mason's supplies, and his office has telephone connection. He employs from 125 to 150 hands during the busy season. He furnishes estimates on all classes of work in masonry, and every thing pertaining to building, and guarantees satisfaction in every instance. Remodelling and jobbing are attended to at short notice, all work being done under the close personal supervision of Mr. J.

**W. H. WALKER & CO., Wholesale Boots, Shoes, and Rubbers, Nos. 210 and 212 Main Street—No. review of the wholesale boot and shoe trade of Buffalo would be complete, without special mention of the old established and representative house of Messrs. W. H. Walker & Co., Nos. 210 and 212 Main Street. This extensive business was established in 1856 by Mr. Wm. H. Walker, who conducted it till 1885, when he admitted Messrs. Edward C. Walker and Wm. A. Joyce into partnership. The premises comprise a six-story building 20x80 feet in area, with a seven-story warehouse in the rear 50x50 feet in dimensions. Here the firm keep an immense stock of boots, shoes, and rubbers, which are obtained direct from the most celebrated manufacturers, and which are unequalled for quality, finish and uniform excellence, and as consequence, are general favorites with retailers owing to their great salability and intrinsic merits. They employ 10 traveling salesmen and 20 clerks, etc., in the warehouse, and their trade extends throughout Western New York, Pennsylvania, Ohio, Michigan, Indiana, Illinois, Iowa, and the Western States. The partners are residents of the city and are highly regarded for their integrity and enterprise. In 1881 Mr. W. H. Walker became a director of the Mechanics' Bank, and in 1884 was elected president. He has likewise been prominently identified with the Young Men's Association (now Buffalo Library) is vice president of the Buffalo General Hospital, a warden of St. Paul's Episcopal Church, and a trustee of the Young Men's Christian Association.**

**J. L. LUX & CO., Hatters and Furnishers, No. 277 Genesee Street.** At the spacious and handsome emporium of Messrs. J. L. Lux & Co., No. 277 Genesee Street, can always be found an unusually large assortment of everything in the line of nautical head gear, from the most stylish silk, tulle to the naughtiest derby, with a complete and first class line of gentlemen's furnishing goods, this being one of the largest and lending establishments of the kind in the city. The prices are exceedingly low, quality of goods duly considered, while every article sold is warranted as represented. The handsome store is 22x60 feet in dimensions, giving ample accommodation for the display of the exceptionally fine goods carried. The stock includes hats and caps in all sizes, shapes, styles, designs, and shades, furs and straw goods in their respective seasons, undershirts, cuffs, etc., also fine dress shirts, novelties in neck dressing, gloves, hosiery, suspenders, handkerchiefs, etc. This furnishing business was established June 15th 1889 by Mr. J. L. Lux. Mr. S. J. Metzger being taken into the enterprise June 1st of the present year. Both gentlemen are natives of Buffalo, and popular exponents of this particular branch of trade. Mr. Lux is a prominent member of the Harmonia Benevolent and Catholic Mutual Benevolent Societies.

**F**ISHER BROS. & CO., Proprietors of Genesee and City Malt Houses, Office, No. 283 West Genesee Street.—The business of this representative and reliable concern was established in 1802 by George Fisher, who conducted it till 1865, when he admitted his brother, Mr. Jacob P. Fisher and Mr. Philip Honeck into partnership; the firm being known by the style of "Fisher Bros. & Co." The partners are expert maltsters, who possess an accurate knowledge of every detail of this useful industry, and the requirements of the most critical brewers. The firm's Genesee Malt House is located at the intersection of Genesee and Fourth Streets, and its city malt house is on Carolina and Fourth Streets and Erie Canal. These spacious malt houses are fully equipped with the latest improved appliances, apparatus and machinery, including one triple, one double, and two single kilns. The capacity of the malt houses is 250,000 bushels of malt for malting season. Their storage capacity is equal to 120,000 bushels, and, in addition, the firm have a large storage elevator of 60,000 bushel capacity. The firm use chiefly the finest Canada barley, and turn out malt which is unrivalled for uniform excellence. They employ thirty-five workmen, and their trade extends throughout the Eastern States; their principal patrons being in New York City, Brooklyn, and Philadelphia. Orders are carefully filled at the lowest ruling market prices, and satisfaction is guaranteed to patrons. Mr. George Fisher, who is now seventy years old, was born in France, while Mr. Jacob Fisher is a native of Erie County, and Mr. P. Honeck of Germany. They are highly regarded in trade circles for their business skill and integrity, and are popular members of the United States Brewers' Association.

**S**WOPE, HUGHES, WALTZ & BENSTEAD, Commission Salesmen, Cattle, Hogs, and Sheep, No. 997 William Street.—The position of Buffalo in the live stock commission trade is beyond question a leading one, and the rapid development of this important interest greatly conduces to the permanent prosperity of the Queen City. Prominent among the leading houses actively engaged in this business is that of Messrs. Swope, Hughes, Waltz & Benstead, Commission Salesmen, whose offices are located at No. 997 William Street. This business was established in 1870 by Messrs. Edward Swope and John Hughes, who conducted it till 1881, when Mr. Hiram Waltz became a partner. In 1887 Mr. John Benstead was admitted into the firm, which is known by the title of "Swope, Hughes, Waltz & Benstead." They possess superior facilities and influential connections, and promptly handle the largest consignments of cattle, sheep, and hogs, affording entire satisfaction to both buyers and sellers. There are no better judges of live stock than they, while their arrangements for the reception and care of stock are perfect, and every consignee has their close personal attention. During the past year, the firm handled 3,000 double deck cars of hogs, 1,800 cars of cattle, and 1,600 cars of sheep. Messrs. Swope, Hughes, Waltz and Benstead are popular members of the Live Stock Exchange, of which Mr. John Hughes is at present president. Their honorable and just methods have secured for them an extensive and influential patronage both in the east and west, and those intrusting consignments to them will secure advantages not readily obtainable elsewhere. Messrs. Swope and Waltz are natives of Ohio, while Messrs. Hughes and Benstead were born in Buffalo. Communications by mail or telegraph are promptly attended to, and results are wired to shippers on day of sale.

**B**UFFALO RUBBER AND TYPE FOUNDRY, W. H. Keeler Proprietor, No. 14 Exchange Street.—There is, perhaps, not one among the many well-equipped and flourishing stencil and stamp works in this section more widely known than the popular concern of Mr. W. H. Keeler, No. 14 Exchange Street, whose productions are in steady and increasing demand throughout the United States and Canada, with some export also to the South American countries. It is one of the leading, largest and most responsible establishments in its line in Buffalo, while a large, active and growing engraving and printing business is also transacted. The articles produced here are of exceptional merit, and are unsurpassed by any devices of the kind yet placed on the market, as is amply attested by the large trade done. The business transacted by this house may be subdivided into departments thus, each department being thoroughly equipped and provided to meet any and all calls upon its resources: 1. *Printing*, commercial, book, label, etc.; 2. *Engraving*, wood and metal, photo-engraving, and

electrotyping; 3. *Rubber Stamps*, rubber type, printing wheels, etc.; 4. *Die Sinking*, steel stamps, stencil dies, seals, stencil plates, etc. The premises occupied comprise three commodious floors, each 33x100 feet in dimensions, and employment is afforded to from fifteen to thirty-five hands, the house being well represented on the road by a corps of from fifty to seventy-five travelling salesmen. Mr. Keeler, the popular proprietor, is highly regarded in trade circles and fully merits the signal success he has secured.

**J. C. ANTHONY & SON**, Buffalo, Rochester, Syracuse and New York Canal Line; Office, No. 119 Erie Street; Dock, Opposite No. 2 Slip, Erie Basin.—The canal trade of Buffalo has always been one of the most potential factors in her industrial development, while the forwarding business has been one of the most useful branches of that trade. The oldest and most prominent forwarding house is that of Messrs. J. C. Anthony & Son, proprietors of the Buffalo, Rochester, Syracuse, and New York Canal Line. This was founded in 1855 by Mr. J. C. Anthony, who opened an office on the central wharf for the forwarding by canal to New York and all intermediate points of freight, principally lumber, coal and stoves. From that time the house has been the leading one of its kind in the city. In 1873 Mr. J. C. Anthony admitted his son, Mr. E. L. Anthony into partnership. The latter is now the proprietor, the former having died on August 10, 1890. The offices now occupied are at No. 119 Erie Street. The docks are in the Erie Basin, opposite No. 2 Slip. The business done here is the most extensive in its line outside of New York City. Consignments are received and disposed of, shipments of all kinds are made, boats are chartered and loaded, and a general forwarding business transacted. Mr. E. L. Anthony is an active, energetic young man, who by his fine business qualities has made himself extremely popular in the business circles of Buffalo.

**PATRICK WALSH**, Dealer in Groceries and Provisions, Wines, Liquors, and Cigars, Nos. 193 and 195 Chicago Street.—This popular house was established in 1866 by its present owner, and is one of the most enterprising of its kind in South Buffalo. The premises occupied are owned by Mr. Walsh, and comprise a substantial three-story brick building, Nos. 193 and 195 Chicago Street, and having a frontage on that thoroughfare of 40 feet by a depth of 100. The store is a handsome and well lighted one, and elegantly fitted up. The stock includes everything usually found in a like first class establishment, such as teas, coffees, spices, sugars, canned goods, fruits, nuts, vegetables, condiments, and table delicacies of all kinds; also best brands of family flour, cereals and farinaceous foods, wines, liquors, and cigars, both imported and domestic, etc. A specialty is made of fine creamery butter, fresh eggs and cheese, and Mr. Walsh is enabled to lay before his customers the freshest country produce and provisions, of which large consignments are received daily. He attends personally to the filling of orders, and is efficiently assisted by the members of his family. Goods are delivered to any part of the city free of charge, and prices are the lowest the market will allow. Mr. Walsh is a native of the Emerald Isle, and first came to this country in 1861. He is one of Buffalo's leading retailers, and is justly esteemed by all. He is a prominent member of the Catholic Mutual Beneficent Association.

**THOS. MCKEOWN**, Dealer in Coal and Wood, Corner of Smith and Seneca Streets.—This progressive and enterprising house was founded and conducted for several years by Messrs. Kammon Brothers, who in 1890 disposed of it to Mr. Thomas McKeeown, under whose enterprising management the trade has greatly increased. The premises utilized comprise a neatly appointed office and yard, 120x180 feet in dimensions, the latter being amply provided with shedding, coal peckers, and other facilities necessary to the successful and prompt fulfillment of all orders, whether for a ton or cargo. The stock includes the very best anthracite and bituminous coal from the mines in Schuylkill, Lykens, Lehigh, Wyoming, and Lackawanna Valleys, Pennsylvania, Connelville coke, semi-bituminous, and canal coal for grate purposes, all of which is carefully screened and freed from slate and culm before delivery. A large stock of thoroughly seasoned hickory, oak, maple, beech, birch, yellow pine, hemlock and spruce wood, split and in cord, is kept on hand, and the lowest prices prevail. Employing reliable assistants, a specialty is made of prompt delivery of all orders.



**J. I. HAMMOND**, Sales Stable, No. 619 Howard Street.—A young man just getting started in business, fully equipped with experience derived from old time and reliable firms. Is Mr. J. I. Hammond, whose sales stable is found at No. 619 Howard Street in East Buffalo. Mr. Hammond worked for five years with Mr. Eberhardt on Clifton Street, and thus acquired a knowledge of the business, which, added to his natural taste and instinct for the trade, will go far to make his comparatively new venture the success it merits. Too much cannot be urged for this point. A good judge of a horse is like a poet, born not made. He must have an eye not only for beauty of form, but that peculiar "horse sense" which enables him to discriminate between qualities and breeds, which no amount of mere training can give. In all this Mr. Hammond is well equipped, and he has a pleasing personality, which favorably impresses the buyer by its complete frankness as well as his knowledge. Mr. Hammond thus starting with all the accessories to success, has since last year met with much trade. He has stalls for forty horses, and from his stock can always be selected a horse to satisfy the critical sense of the lover of good horse-flesh, or the more steady if less showy family horse, which is reliable and safe in other hands than that of an expert character. Mr. Hammond owns the two story brick building to which his sales stable is located. It is 32x136 feet in depth, and will repay a personal inspection at all times, by all who love a good horse—and who that is hardly does not? Mr. Hammond is a native of Pennsylvania, but since his residence in Buffalo has become closely identified with its interests.

**THE CITIZENS' GAS COMPANY**, No. 298 Court Street, J. F. Schoellkopf, President; Chas. A. Sweet, Vice-president; P. P. Miller, Secretary and Treasurer. This progressive and successful Gas Company was duly incorporated under the laws of New York in 1874 with a paid up capital of \$300,000. Its career has been a very prosperous one, highly creditable to the ability and judgment of its management. The works have an area of one and a half acres, and furnish employment to fifty men. There are three gasometers on the premises, having a capacity of 100,000 cubic feet of gas, and the company has fifty five miles of piped line and uses 12,000 tons of coal annually. The district supplied by the Citizens Gas Company includes Seneca to North Street on Main, North to Genesee Street, Genesee and Walden Avenue to city line, Genesee Street to Michigan, Michigan to Seneca and Main Streets. The gas produced by this reliable company is unrivalled for brilliancy, and is considered by able gas engineers and experts equal to any in the country, while the prices charged for it are as low as those of any other company. The company supplies gas to city lamps, and promptly introduces it into dwellings, stores, etc., for light heat and power purposes. The following gentlemen who are widely and favorably known in Buffalo's business circles for their ability, energy and integrity are the officers and directors, viz.: J. F. Schoellkopf, president; Chas. A. Sweet, vice-president; P. P. Miller, secretary and treasurer; John T. Herron, superintendent. Directors, J. F. Schoellkopf, P. P. Miller, Chas. A. Sweet, J. Roskopf, John L. Williams, Sylvester F. Eagan, A. P. Wright, John Hamerstein, John Donaldson.

**ALEX. READ**, Dealer in Lumber, Office No. 22 Lewis Block, Corner Swan and Washington Streets.—The lumber interest in Buffalo is of vast magnitude, and grows apace, the amount of timber handled in this city annually reaching immense proportions. Among the leading merchants in this line is Mr. Alex. Read, room No. 22 Lewis Block, Corner Swan and Washington Streets, whose trade, which is of a very substantial character, affords evidence of steady increase, shipping all over New York State and throughout New England. He is a wholesale dealer in pine, oak, and hemlock lumber, making a specialty of building, bridge, and dock timber, in any dimensions desired, and executes orders prompt and at the very lowest current prices. He buys from mills in various parts of the west and south, shipping direct from the lumber regions in car lots, while he enjoys exceptional facilities in this respect, and relations once established with him are certain to lead to a permanent business connection. Mr. Read, who is a gentleman in the prime of life, is a Canadian by birth, and has resided in Buffalo about ten years, and has been in business on his

own account since 1887. He is a man of energy and enterprise, as well as entire reliability in his dealing. He is also secretary of the Buffalo Star Brick Co., Limited, is well and favorably known, both in social and commercial circles, and is an active member of the innumerable order and other associations.

**EBERHARDT & GARNETT**, Merchant Tailors, No. 191 Main Street.—No more popular tailoring firm has come to the front of late years in Buffalo than that of Eberhardt & Garnett. They have been established since February 1879. The firm turn out a very superior class of work and handle only strictly high-grade fabrics, while every garment made by them is warranted to render satisfaction. The firm occupy neatly appointed quarters as store and workroom, employing twenty or more hands, and show an elegant assortment of foreign and domestic fabrics. The prices are of the most reasonable character. Messrs. Eberhardt & Garnett are both men in the prime of life, active and enterprising. They are practical cutters of ample experience, and are thoroughly conversant with the business in all its branches. Their cutter, Mr. H. O. Taylor has been a resident of the city of Buffalo fifteen years and has always sustained the reputation of being a first-class fitter.

**COLD SPRING MEAT MARKET**, No. 1550 Main Street, John G. Soergel, Proprietor.—There is no branch of the trade in food supplies which attracts more widespread attention, nor one in which more capital is employed, than in the meat business, one of the head-quarters of which is known as the "Cold Spring Meat Market," John G. Soergel, proprietor, located at No. 1550 Main Street. This house was founded fifteen years ago, and has deservedly enjoyed a large and lucrative share of patronage. The market is of ample dimensions, and provided with every convenience and facility for the satisfactory prosecution of the business—the latest improvements in refrigerators, etc., being here found in successful operation. Mr. Soergel is a practical butcher, brings wide, practical experience to bear, and there is no better judge of meats in Buffalo. He handles, both at wholesale and retail, the finest quality of fresh, salt and smoked meats, likewise pork, lard, sausage, also oysters in season. His weekly kill averages seven head of cattle and twenty five lambs, and he disposes of several hundred pounds of smoked meats; in the winter months, the manufacture of sausage is quite an item, and some forty hogs are killed each week. All orders are promptly filled, three delivery wagons and several assistants being kept in constant service. The trade extends throughout the city and vicinity, and is yearly growing in volume. Mr. Soergel, though of German nationality, has resided so long in the United States as to have become thoroughly Americanized in point of enterprise, energy, and progressiveness, and is highly esteemed and respected both by his patrons and trade competitors alike.

**JAMES MOONEY & BRO.**, Real Estate and Insurance, No. 30 Arcade Building.—Both buyers and sellers of realty in Buffalo realize that their investments when judiciously placed are absolutely secure. To certainly attain the greatest measure of security and the best results the services of experienced brokers are always necessary; and prominent among their number in the Queen City, is the firm of Messrs. James Mooney & Bro., No. 30 Arcade Building. This business was established in 1860 by Paul & Mooney, who were succeeded in 1885 by James Mooney. In 1885 Mr. Henry Mooney became a partner, and the style of the firm has since been Jas Mooney & Brother. They bring to bear great practical experience, coupled with an intimate knowledge of the advantages and values of residential and business sections of Buffalo and its suburbs. The firm conduct a general realty business, buying and selling houses, stores, lots, and land in the city and elsewhere, placing loans, negotiating mortgages, arranging transfers and collecting rents. Their keen appreciation of values, together with their large acquaintance with business men, renders their services peculiarly valuable to parties dealing in realties. They also represent the following first class fire companies, viz., American Central Insurance Co., St. Louis, U. S. Fire Insurance Co., New York, Jersey City Insurance Co., Reading Fire Insurance Co., Union Insurance Co., San Francisco. The partners are members of the Board of Underwriters, and are highly esteemed. They offer substantial advantages to the public in low rates and liberally drawn policies, while all losses sustained are equitably adjusted and promptly paid through this agency.

**K**LAUS & BERTK Planning Mill and Lumber Yard, 1 Crest Hill and a Doork Street. This business was established in 1853 by Messrs. Joseph Klaus and George Bertk, both of whom are thoroughly practical and expert lumber men, and are fully conversant with the requirements of contractors, builders and dealers. The premises occupied comprise two acres, one 20 x 200 feet, and the other 100 x 50 feet in area, while the planning mill is a spacious two story brick building 100 x 20 feet in dimensions. The mill is equipped with the latest improved machinery and appliances. There are 112 skilled workmen employed at the present time, and a complete 200 horse power steam engine. The firm is also engaged in a cash business in lumber, and has a large stock of all the principal varieties of lumber on hand. The business is conducted on a strictly cash basis, and the terms of sale are 10 days. The business is conducted on a strictly cash basis, and the terms of sale are 10 days.

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ILLUSTRATED  
**BUFFALO** THE QUEEN  
 CITY OF THE LAKES.



**BUFFALO, N. Y.**

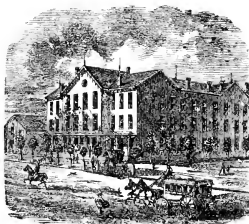
BUFFALO ARTIFICIAL LIMB COMPANY.

(See descriptive article on p. 143.)



THE BRAINARD HOUSE.

(See article on p. 146.)



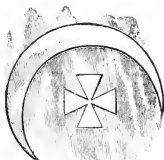
THE CRANDALL HOUSE.

(See article on p. 90.)



ASA B. CRANDALL, PROPRIETOR, CRANDALL HOUSE.

(See article on p. 90.)



CRESCENT STEAM LAUNDRY

(See article on p. 205.)



The illustrations above came in too late for insertion with descriptive articles.



**J. W. ROSENDALE**, Wholesale Dealer and Shipper of Beef, Mutton, Pork and Lamb, No. 29 Elk Street Market, and Nos. 905 and 907 Clinton Street.—An enterprising and progressive house is that of Mr. J. W. Rosendale, wholesale and retail dealer and shipper of beef, mutton, lamb, pork, sausage, etc. This gentleman, a native of Niagara County, came to Buffalo in 1877, when he entered the employ of the well-known and extensive pork packing establishment of Mr. Jacob Doll at east Buffalo, the leading one of its kind in western New York. Having here acquired a thorough knowledge of the business, and fitted himself in every respect for the enterprise, he in 1884 set up in business for himself, and soon became a leading exponent of the meat trade in this city. The premises occupied by him in the Elk Street market comprise stall No. 29. This is a model of neatness and cleanliness, is of spacious dimensions, and is appropriately fitted up with all modern appliances and accessories appertaining to the business. Here are always to be found the finest cuts of beef, choice mutton and lamb, veal in season, pork, fresh and salt, smoked and dried beef, hard, sugar cured hams, pigs' feet, sausages of all kinds, prime breakfast bacon, bologna, etc. Only the best of stock is handled, and the greatest skill and care are brought to bear in selecting the animals requisite to supply the demands of an exacting and critical trade. There is no more experienced buyer of livestock than this gentleman, and his well-established connections with stock raisers in this and adjoining counties enable him to place before his patrons the finest meats in the market, at prices which only his unrivalled facilities will warrant. He owns a large slaughtering house at Nos. 905 and 907 Clinton Street, where all the slaughtering for his large trade is done, only his own goods being handled by him. It is a three story frame building, 53x128 feet in dimensions, fully supplied with all the latest improved machinery, appliances, and devices known to the trade. Five skilled hands are employed in this and in the packing house and sausage shop, and three delivery wagons are in constant use delivering his wares to dealers, jobbers, and others. Many of the largest and leading hotels and restaurants are supplied by him, and his trade covers the whole city and neighborhood. Mr. Rosendale is a courteous and pleasant gentleman, whose sterling integrity and urbane manners have made him extremely popular with the trade. He is a prominent figure in the Ancient Order of United Workmen and the Independent Order of Odd Fellows.

**COOPER PAPER BOX WORKS**, Nos. 481 to 489 Washington Street.—No articles manufactured enter more largely or directly into the uses of all branches of business than paper boxes, and in no other country have their improvement and perfection been so thoroughly attained as in the United States. The city of Buffalo is a large consumer of paper boxes, and in this important and progressive industry a leading position is occupied by the Cooper Paper Box Works, whose finely equipped establishment is located at Nos. 481 to 489 Washington Street. This enterprise was inaugurated in 1885 by Messrs. Cooper & Shibley, and in July, 1890, Mr. E. A. Cooper became sole proprietor, conducting the business under the present name and style. The works cover a floor area of 90x114 feet, splendidly fitted up with the latest improved appliances, machinery and tools known to the trade, while a force of fifty-three skilled hands are constantly employed, and the machinery is driven by steam power. The products of this progressive house comprise all kinds of plain and fancy paper boxes for all purposes, of any desired style or shape, and the reputation acquired for tasteful designs, first-class workmanship and practical utility is absolutely unexcelled by any rival concern. Mr. Cooper is thoroughly familiar with all the details of the business, to which he gives his close personal attention, and is noted in the trade for his enterprise in adopting every improvement that will combine quick production and economy without in any way lessening the good qualities of the products. The output averages from five thousand to eight thousand paper boxes per day, and the entire product is taken by the local trade right here in Buffalo, who find the goods always meet their requirements, are of uniform excellence, substantially made, and sold at prices which are eminently fair and equitable. The reputation of the house for first-class work is maintained by systematic attention to every detail of the business, and orders are invariably given prompt and satisfactory fulfillment. Mr. Cooper is a native of Albany, N. Y., a resident of Buf-

falo since childhood, and still in the active prime of life. He is a harness maker and carriage trimmer by trade, was connected with the house of Pratt & Letchworth for twenty-one years, and is well and favorably known in this city as an expert and accomplished manufacturer and an enterprising, reliable and progressive business man.

**DANIEL MAHANEY & SON**, Wholesale Grocers, Nos. 73 and 75 East Market Street.—This well and favorably known house was established in 1877 by the present senior member, who conducted the same alone up to May, 1888, when he admitted into partnership his son, John F. Mahaney, and under their joint management the business has since been continued with increased success. The premises occupied are spacious and commodious, and an efficient staff of help is employed, while several wagons deliver goods to customers throughout the city and environs. An exceedingly large and carefully selected stock is constantly carried on hand, and comprises choice teas of every variety, pure, fresh coffees, both ground and in the bean; fine spices, condiments, and table delicacies, standard grades of sugar, syrups, and molasses, dried fruit, canned goods, cereals, prime dairy butter, cheese, and eggs; best brands of family flour, rice, peas, beans, meal, crackers, luscious, soda, saleratus, salt, baking powder, soap, starch, and kindred laundry supplies; hams, bacon, lard, and smoked meats generally; smoked, salt, and dried fish; foreign and domestic fruits; tobacco, cigars, etc.; also wooden ware, brooms, brushes, household specialties; and, in short, a complete assortment of general groceries. The prices quoted here are always maintained at the very lowest figures consistent with first-class goods and honorable dealing, quality and quantity being guaranteed, while orders are filled in the most prompt and trustworthy manner, and relations once entered into with this popular firm invariably lead to an enduring business connection. Mr. Mahaney the elder was born in Ireland, but has been in this country since infancy, and prior to establishing this flourishing business here had been a partner of Chas. F. Bishop, the present mayor of Buffalo, for quite some time on Main Street, subsequently being associated with C. F. Warner for several years. The Messrs. Mahaney are both gentlemen of entire probity of character, as well as men of energy and enterprise, fully conversant with the wants of the trade, and stand high in the community alike as citizens and merchants.

**MARSDEN DAVEY**, Surveyor and Engineer, No. 68 Niagara Street.—There is not one among Buffalo's leading surveyors and civil engineers who sustains a higher reputation for skill or reliability, as few if any, are so widely or so favorably known as Marsden Davey, whose office is located at No. 68 Niagara Street. He has for years stood at the head of his profession of which he is one of the oldest as well as foremost representatives in this city, and enjoys an extensive and highly flattering patronage. Mr. Davey, who is a gentleman of full middle age, active and energetic, was born in England, but has been a respected resident of Buffalo for many years, being established here for upward of a quarter of a century. He is a thoroughly expert draughtsman, a practical surveyor, and skilful all round engineer of long and varied experience, and is in short complete master of his art in all its branches. He is prepared to make surveys, maps, drawings, and plans at short notice, designs, estimates, and computations being promptly furnished on application, and guarantees satisfaction in every instance, special attention being given to surveying and laying out property into building lots and the subdivision of real estate, while construction is personally supervised, and all work entrusted to this gentleman is certain to be performed in the most competent and trustworthy manner. Among the most noteworthy pieces of work to which Mr. Davey can point with credit may be mentioned the Forest Lawn Cemetery, which he surveyed and laid out, and of which he was engineer for fourteen years, also the city park and State Asylum grounds, the driving park, and a number of other jobs equally worthy of mention, while he was chief engineer of the Buffalo Creek Railroad for ten years, and chief engineer of the Buffalo division of the Lehigh Valley Railroad for quite some time, having been a member of the board of directors of the last named line, and has been chief engineer of the Street Railway Company since 1892.





**P. BACH**, Newsdealer and Stationer, Dealer in Choice Cigars, Tobaccos, and Pipes, Confectionery and School Supplies, Grocers' Furnishing Goods, Toys, Etc., No. 522 West Utica Street. This is a popular and enterprising house, noted for its superior business management and first-class goods. Mr. Bach, the proprietor was born in this city in 1857, and learned the trade of iron moulder, but unfortunately lost an arm by the premature explosion of a cannon in 1876, and necessitating his adopting a different line of business. In 1883 he inaugurated his present enterprise on Rhode Island Street. Since 1889 he has occupied his present spacious and neatly fitted up store at No. 522 West Utica Street. Mr. Bach handles all the latest leading daily newspapers from the principal cities in the Union, weekly newspapers, pictorials, periodicals, magazines, etc., which are delivered regularly at residences, when desired. The stock also includes the latest editions of the popular cheap libraries; all kinds of stationery, blank books, diaries, memoranda, ink, pens, pencils, and office and school supplies of all kinds. His stock of cigars and tobaccos includes the very choicest and most popular brands of foreign and domestic productions, genuine and of the best quality, besides a full line of cigarettes, pipes, and smokers' articles in general. A fine showing is also made of gentlemen's furnishing goods, etc., and Mr. Bach is the agent for the Palace Steam Laundry. He is an enterprising and popular dealer, and merits his success.

**RANSOM & McDOWELL**, Commission Salesmen of Cattle, Hogs, and Sheep, East Buffalo. No commercial interest of Buffalo has advanced with greater rapidity and permanency than that of the live stock trade, and both as regards capital invested, and the energy and enterprise of the leading houses engaged therein, this business is one of the most important in the city. Prominent among the leading houses in the trade, is that of Messrs. Ransom & McDowell, commission salesmen of cattle, hogs, and sheep, whose offices are located at East Buffalo. This extensive business was established in 1880 by G. Stanley and N. W. Ransom, who conducted it till 1879, when Mr. H. McDowell became a partner, the firm being known by the style and title of Stanley, Ransom, & McDowell. Mr. Stanley retired in 1888 and then the firm became Ransom & McDowell. Few houses have as wide a connection east and west, or can offer as favorable facilities for the prompt disposal of the largest consignments of live stock, as this, and the firm's best efforts have ever been devoted to promoting the interests of buyers and sellers. They personally give close attention to the receipt of shipments of cattle, hogs, and sheep consigned to them, and no house has better arrangements at the yards for the care and handling of stock, while at all times they guarantee quick sales and immediate returns. Mr. Ransom is a native of Madison County, while Mr. McDowell was born in Scotland, but has resided in Buffalo since 1872. They are popular members of the Live Stock Exchange, and are highly regarded in trade circles for their integrity and energy. The firm handle from seventy to eighty car loads of stock weekly, and refer by permission to the Bank of Buffalo, and to Ransom, Son & Co.

**ROBERT McCANN**, Auctioneer, Appraiser, and Real Estate Agent, No. 18 West Swan Street. The growth and development of the real estate and kindred interests in this city and environs during the past decade or so have been phenomenal, being especially notable of late, and unless all signs fail, realty will continue to be a valuable field of investment alike for the capitalist and for persons of moderate means who desire to secure homes. Many of our shrewdest and staunchest citizens have come to the front as handlers of property in this period, prominent among these being Robert McCann, the well-known auctioneer, appraiser, and real estate agent, whose office is at No. 18 West Swan Street. He established his business in 1881, and has been signally successful in winning his way to public confidence, numbering in his extensive clientele some of the largest property owners and wealthiest residents in the community. Mr. McCann, who has a number of pretty suburban villas, cottages, and choice building lots for sale at exceptionally liberal terms, on easy time payments, is prepared to buy, sell, and exchange, on commission, improved and unimproved realty of every description. Sales at auction are a leading specialty, as well as the collection of rents and the management of estates. Appraisements are made for intending purchasers, and Mr. McCann is acknowledged one of the best judges of present and prospective values of

real estate in this city. Investments are judiciously placed, and persons having business relations with this gentleman are assured of finding the same of an eminently satisfactory character. Mr. McCann, who is a man of middle age, active and energetic, and of the highest integrity, was born at Batavia, N. Y., but has been a respected resident of Buffalo for over a quarter of a century.

**FRED A. MENGE**, Dealer in Slate, Tile, Tin and Iron Roofing, Stores and Hardware, No. 484 Genesee Street. A reliable and successful house in this section of Buffalo, actively engaged in the sale of stores, hardware, and house furnishing goods, is that of Mr. Fred A. Menge, No. 484 Genesee Street. This business was established in 1874 by Mr. Menge. He occupies a spacious two story frame building, 25x125 feet in area, which is fully stocked with a superior and well selected assortment of stores, ranges and furnaces, all kinds of hardware and house furnishing goods. Only the best and most desirable goods are handled, while the prices are extremely moderate. Mr. Menge also attends carefully to slate, tile, tin, and iron roofing, has roofed a number of churches, factories, stores, dwellings, etc., in Buffalo and its vicinity, and controls an influential trade. His work is highly endorsed by architects and property owners, and is noted for its durability and excellent workmanship. He employs twelve first class workmen, and promptly fills orders for roofing at low rates. Mr. Menge has executed work for the Buffalo Co-operative Brewing Company; Mr. Edward Hayes, North Street; Dr. Lathrop, Delaware Avenue; Mr. Jacob Dold's packing house; Buffalo Snow Pump Works, etc., thus demonstrating his ability to carry out satisfactorily the largest contracts. He is highly regarded by the community for his ability and integrity, and is very popular in trade circles. The telephone call of the house is No. 90.

**J. SHAW**, Wholesale Dealer in Beef, Sheep, and Calves, also Commission Salesman, No. 24 Elk Street Market.—Mr. J. Shaw ranks among the leading wholesale dealers in beef, sheep, and calves, and commission salesman in the city. He was born in England, forty-five years ago, and has been a resident of this city since 1872. He handles only the choicest stock, and is in daily receipt of large consignments of stall fed, home bred cattle, prime sheep, and fat calves direct from the country, which his unrivalled facilities allow him to offer to the trade at unusually low rates. A wholesale business only is transacted, everything being sold by the carcass or quarter. His stall, No. 24 Elk Street Market, is a noted model of neatness, cleanliness, and fine appointments. He receives consignments on commission, and from his well-established reputation and numerous connections is in a position to place them without loss or delay. Prompt returns of sales are made, and proceeds invariably immediately remitted. The trade extends not only the entire city, but extends into the adjoining counties. Orders received are immediately filled, and no house has a fairer name for the promptness with which deliveries are made. Mr. Shaw handles only the best goods, and has acquired a foremost place in the esteem of the trade, with whom he is very popular.

**GEORGE W. SHAMP**, Wood and Metal Patterns, Models, Etc., No. 78 Washington Street.—Of those in Buffalo who have made a high and enviable reputation for skill and ability in the construction and devising of machinery and fine mechanical engineering, none stands higher than Mr. Geo. W. Shamp, No. 78 Washington Street. This gentleman was born in the adjoining county, Wyoming, in 1845, and has long been a resident of this city. He founded his present enterprise in 1877, and has developed a very large and influential patronage, extending throughout this and other states. The premises occupied comprise two floors admirably fitted up with the latest improved modern tools, lathes, planes, mills, punches, etc., All kinds of wood and metal patterns are made with the utmost accuracy. Drawings and specifications are also prepared, and intricate machinery made and adjusted. A specialty is made of models for patents, perfecting inventions for inventors, scientific tests, and everything pertaining to fine or heavy machinery. Machinery, presses, dies, pulleys, and fine castings in any kind of material are made to order promptly and satisfactorily. Experienced assistants are employed and prices are very reasonable. Mr. Shamp is an ornament to his profession and highly respected.



# BUFFALO THE QUEEN CITY OF THE LAKES.

**A** DAM REXINGER, Dealer in Groceries and Provisions, Corner Military Road and Kail Street.—One of the most prominent and reliable grocers and provision dealers in this section of the city is Mr. Adam Rexinger, corner of Military Road and Kail Street. This business was established by the present proprietor five years ago and has been conducted with great success. The store occupied is 25x50 feet in dimensions, and here is displayed choice staple and fancy groceries, fine new crop teas, fragrant coffees, tropical and domestic fruits, hermetically sealed goods, pure spices, condiments, table luxuries, butter, sugars, flour, eggs, and everything in the provision line. All goods are of a superior quality and purchased direct from the producer and importer. Mr. Rexinger deals only in first class goods and popular prices prevail. He is a native of Germany and has resided in the United States for many years. Mr. Rexinger is thoroughly conversant with every detail of the business and is deservedly popular with his customers.

**R.** C. RENWICK, Sanitary Plumber, Gas Fitter, Etc., No. 531 Niagara Street.—A prominent house engaged in this important trade of plumbing is that of Mr. R. C. Renwick, who established this enterprise in 1884. The premises, located at No. 531 Niagara Street, are well adapted for their purposes, the store and workshop covering an area 20x70 feet in dimensions. They are equipped with every facility for the prosecution of the work in hand. The most important features of Mr. Renwick's business are sanitary plumbing, and natural and illuminating gas fitting. He furnishes estimates and contracts for the ventilation and fitting up of public buildings, factories, stores, and private dwellings, and employs a force of eleven skilled hands. Mr. Renwick was born in Buffalo, is prepared to compete with any of his contemporaries, and may implicitly be depended on to perform all contracts with promptness and satisfaction.

**J.** SCHEIKENBERGER, Grocer, No. 326 Amherst Street.—Among the leading and most reliable grocers in the city is Mr. J. Scheikenberger, of No. 326 Amherst Street, who has occupied his present eligible location for the past two years. His store is large and elegantly fitted up, and contains as fine a stock of staple and fancy groceries as can be found in Buffalo. He makes a specialty of the choicest teas, coffees, spices, flour, etc., and of the most reliable brands of canned meats, relishes, fruits, condiments, hermetically sealed goods, butter, cheese, eggs, etc. He has a large and permanent trade and employs several assistants. His is the best class of trade and covers the finest residential sections of the city. Popular prices prevail. As regards practical experience and a full knowledge of the details of his business few gentlemen are Mr. Scheikenberger's equal, and such an establishment as his is a credit to our city and well worthy of mention in this historical review.

**F**RED. H. KAISER, Millinery, Nos. 307 and 209 Genesee Street.—A representative and popular millinery store is that of Mr. Fred H. Kaiser, Nos. 307 and 209 Genesee Street. He also has a branch store at No. 508 William Street. This business was established in 1878 by Mr. Kaiser, who has since built up a liberal and influential patronage in all sections of Buffalo and its vicinity. The premises occupied comprise a commodious four-story building, 40x75 feet in area. Here Mr. Kaiser keeps a well-selected and choice assortment of millinery, comprising hats and bonnets trimmed in the latest Paris, London and New York styles; also ribbons, velvets, silks, laces, plumes, jets, ornaments, ostrich feathers, frames, straw goods, etc. The business is retail, and twenty-five persons are employed in the stores. Mr. Kaiser is a recognized authority in the line of millinery, and his imported hats and bonnets are seen every day worn by the most fashionable members of society in Buffalo. Here clever assistants promptly suit the most fastidious customers, noting the varying requirements of each face and complexion, and selecting shapes and trimmings accordingly. Orders are carefully filled at extremely low prices, and only the best and most desirable grades of millinery are handled. Mr. Kaiser was born in Germany, but has resided in Buffalo for the last twenty-two years, where he is highly esteemed by the community for his enterprise and integrity. He is interested in the International Brewing Company and also in the Beck Brewing Company, and is one of Buffalo's progressive citizens.

**C.** RUSHBRIDGE, Silver and Nickel Plating, Galvanizing, Etc.—No. 1450 Niagara Street.—In the electro plating and galvanizing trade, Mr. C. Rushbridge, of No. 1450 Niagara Street, and No. 39 Clinton Street, has for years maintained a most enviable reputation for high class work and reliable business methods. Mr. Rushbridge is a native of England, has resided in this city for some years, and has a wide range of practical experience in this trade. He established his enterprise in 1855, and owns the premises he occupies. These cover an area of 100x125 feet, and are admirably fitted up with electrical baths and other appliances required for both electro and case plating, also gilding, burnishing, etc. Employment is furnished to a full force of experienced workmen. All kinds of work pertaining to this line of trade, such as the plating galvanizing, repairing and replating of tea, dinner and dessert sets, urns, goblets, cups, ice pitchers, waiters, cake and fruit baskets, casters, spoons, knives, forks, door plates, house numbers, railroad, steamboat, house, store, bank, and office work, watches, etc., is done in first class style. Every kind of gilding, plating, electro-plating, burnishing, for use and ornament in gold, silver and nickel; also electro-bronzing, oxidizing, zypus, copper, etc., is executed at reasonable prices, all work being guaranteed. Mr. Rushbridge is reliable and honorable, and is highly respected.

**H.** PRÜSSMANN, Watchmaker and Jeweller, No. 213 East Genesee Street.—One of the most reliable jewelry establishments in this quarter of the Queen City, is that of Mr. H. Prüssmann, No. 213 East Genesee Street. He primarily engaged in the business on a comparatively small scale, some three years ago, at No. 192 on this busy thoroughfare, removal being made to his present quarters May 1st, 1890. The store is neat and attractively appointed and the stock embraces a choice line of gold and silver watches of American and foreign manufacture; jewelry of the latest designs and patterns; diamonds of the finest quality and other precious stones, mounted in unique and latest styles; also clocks, silverware, plated goods, optical goods, etc., all of which are offered at the lowest possible prices, and warranted as represented. Anything in the jewelry line is made to order in the most workmanlike manner, and at reasonable cost, while a special feature is made of fine engraving. Mr. Prüssmann is a German by nationality, and migrating to this country in 1884, settled in Buffalo. He is a thoroughly practical watchmaker and jeweller, an enterprising business man, and merits the success achieved.

**F**RANK R. SCHWIM, Manufacturer of Fine Umbrellas, Parasols, Walking Sticks, No. 111 E. Genesee Street.—The business of this noted house was originally established by the brother of the present proprietor, the late Mr. Jacob J. Schwim, in 1877, and was continued by various members of the family till 1888, when Mr. Frank R. Schwim succeeded the widow of his brother Frederick E. The store is well arranged, 12x65 feet in dimensions, displaying to advantage a large stock of fine silk, alpaca, and gingham umbrellas and parasols of all the most desirable styles and colors, also manufactured and natural wood walking sticks and canes of every description, the entire assortment aggregating in value upwards of \$10,000. At the rear of the store is the manufacturing department, where a number of skilled hands are constantly employed. Here special attention is given to repairing and recovering, all orders being executed in a prompt and satisfactory manner. He was raised in the business and ranks as one of the most skilled exponents of the trade in Buffalo.

**D.** J. STICKNEY, Anthracite and Bituminous Coal, No. 24 Niagara Street, Corner Pearl.—For about a quarter of a century D. J. Stickney, the well known coal merchant, with offices at No. 24 Niagara Street, has been extensively engaged in this line of trade. He was formerly senior member of the firm of Stickney & Ball and later of Stickney & Dean. The business was established in 1868 on Court Street where it was continued up to 1882, and since that date Mr. Stickney has been sole proprietor. Handling the best grades of anthracite and bituminous coals he has built up a flourishing trade. Deliveries of coal are made throughout the city and suburbs, and customers can rely upon getting a first class article and prompt service. Family trade is a specialty. Mr. Stickney was born in Canada, but is an old resident of Buffalo, and is well and favorably known both as a citizen and a merchant.



**E. VANDENVOVER**, Dealer in English, American, and French Polished Plate and Window Glass, Painters' Supplies, and Artists' Materials, No. 324 Rhode Island Street.—Among the self-made young men in this community, none are more deserving of success achieved than Mr. E. Vandenvover, who came to the city from the West Indies some years ago a boy, with nothing but courage and indomitable energy, and who has since, by enterprize and perseverance, made a reputation and established a business second only to his credit. He is a house, sign, and fresco painter and decorator and dealer in paints, glue, etc. He conducted his business in a small way at No. 450 Fourteenth Street in 1887. His trade continued to increase so as to compel him to seek more commodious quarters, and these he found at No. 324 Rhode Island Street, where he has every facility and convenience to meet the demands of customers. The premises measure 8x30 feet, and contain a full, large new stock of all kinds and sizes of English, American, and French polished plate and picture glass; also white lead, oils, colors, japs, varnishes, ready mixed paints, and dry paints, and painters' supplies and artists' materials of every description. Mr. Vandenvover furnishes estimates, makes contracts, and attends to orders for general house and sign painting, also fresco painting, hardwood, finishing, and interior decorating, and in every case the best satisfaction is given. He is a practical workman himself, and employs from fifteen to eighteen expert hands. He carries a stock of goods valued at from \$3,000 to \$5,000, quotes the lowest prices, and is fair, square, and upright in his dealings.

**J. WOLFSOHN & SON**, Printers, No. 397 Clinton Street.—A representative and successful printing house is that conducted by Messrs. J. Wolfsohn & Son, at No. 397 Clinton Street, which bears a high reputation with its contemporaries and the public. The business was inaugurated in 1880 by Mr. Aaron W. Wolfsohn, his father shortly afterwards becoming associated with the enterprise. The premises occupied are 25x60 feet in dimensions, and are equipped with all modern conveniences for the advantageous prosecution of the business. The range of work includes printing of all kinds, cards, envelopes, circulars, letterheads, bill heads, pamphlets, books, dodgers, pro, ranuncs, labels, price lists, and general commercial work of every variety—a specialty being made of German printing. The senior member of the firm was born in Germany, but has now resided in the United States since 1856, where he acquired a thorough knowledge of the printer's art, and has proved himself a most worthy and desirable citizen. Mr. A. W. Wolfsohn was born in this city and has obtained an enviable circle of friends in social and commercial circles. They are both members of the I O O F., and Ancient Order of United Workmen. The senior member is Chief Patriarch of Stuttgart Encampment No. 150. Mr. Wolfsohn, Jr., acted as census enumerator during the recent poll taking, and is also a member of the United Friends and president of the Sons of Benjamin.

**T. M. JOHNSON'S Pharmacy**, No. 309 Main Street, Corner South Division Street.—There certainly is no business in the world which requires such care and attention as the pharmacist's. Humanity at its lowest and weakest state is absolutely dependent upon the accuracy of the druggist. Fully appreciating this fact, our readers will understand at once the natural reserve we feel in venturing upon any recommendation which we were not absolutely sure was duly deserved. Such recommendation we can most unhesitatingly accord T. M. Johnson's pharmacy, located at No. 309 Main Street, corner of South Division Street, which has long since won and permanently held the entire confidence of the community. The business was established some fifty years ago by a Mr. Hayes, to whom succeeded Wm. King, Jr. In 1881 the present proprietor, Dr. Johnson, came into the control, and under his able management the establishment has reached its present high status. Dr. Johnson graduated from the University of Buffalo in 1861, and served as a surgeon in the war for eighteen months. He is prominently known in medical circles, being a member of the Buffalo Medical Association, Medical Union, Erie County Medical Society, New York State Medical Society, New York State Medical Association, and American Medical Association. He confines himself to the treatment of rupture, and all deformities of

the human system, needing mechanical treatment, and to the management of his pharmacy. His premises comprise two spacious floors, 30x150 feet in dimensions, and the salesroom, with its fine show cases, in which are displayed all varieties of stock, with its fine some fountains and fittings of the latest and most approved design, gives ample evidence of the well deserved popularity which it has won. Particular attention is paid to the filling of physicians' prescriptions. The large stock carried embraces all kinds of surgical instruments, physicians' supplies, batteries of all kinds, trusses, crutches, elastic stockings, ear trumpets, elastic bandages, abdominal supporters, shoulder braces, medicine cases, etc. Orders are promptly filled at all hours of the night or day, and the prices which rule are of the most reasonable character.

**BUFFALO SEWER PIPE COMPANY**, Manufacturers of Vitrified Drain and Sewer Pipe; Office and Factory near Niagara Street, Black Rock.—This progressive and reliable company was incorporated in 1883 and in consequence of the immense increase in their business the capital stock was increased to \$100,000 in 1888. Its trade now extends throughout New York and Pennsylvania, Canada, and the eastern states. The works and grounds have an area of three acres, and seventy men are employed in the various departments. The company manufacture steam pressed, salt glazed vitrified drain and sewer pipe, and the best and latest improvements are in use by the company. Their facilities are unexcelled, and the various processes of grinding, moulding, drying, pressing, burning, and finishing are all systematized and achieved with the greatest economy of time and labor. The fire bricks, drain and sewer pipes manufactured here are unrivalled for quality, durability, and reliability, and orders are promptly filled at the lowest prices. Their fire bricks are general favorites, owing to their uniform excellence, for gas works, rolling mills and cupola purposes, foundries and forges, fire and cement kilns. The officers are highly regarded in trade circles for their energy and integrity, and the prospects of the Buffalo Sewer Pipe Company, under their able guidance, are of the most encouraging character.

**CHARLES O. SMITH'S Art Studio**, No. 446 Main Street.—Recent years have wrought wonderful changes for the better in the photographer's art. A leading photographic gallery in this city is that of Charles O. Smith, which was established some 25 years ago by H. Page, who in 1885 was succeeded by the present proprietor. The premises occupied are spacious, elegantly furnished with the most approved appliances known to the profession. Photography in all its branches is here carried on, and the best work is produced. Portraits are made in oils, water colors, pastels and India ink in the highest style of art, from booklet to life size, from original pictures or from life. Mr. Smith is a native of Germany, and came to the United States some eight years ago. He is highly respected in social life, and is justly commended for his many excellent qualities.

**JACOB ECKHARDT**, Coffee Roaster, No. 314 Elm Street, Between Genesee and Sycamore.—The procedure of roasting coffee is one of the most delicate that can be imagined. One moment, more or less, of subjecting the raw coffee to the action of heat may mean the total loss of the lot being roasted, and is certain to result in great injury and depreciation in flavor. Among the most successful roasters of coffee in the city of Buffalo is Mr. Jacob Eckhardt, No. 314 Elm Street, between Genesee and Sycamore. The house was originally established nine years ago by Jacob Eckhardt and his son, Casper E. Eckhardt, the latter, however, retiring from the business in 1886, since which period Mr. Eckhardt, Sr., has ably superintended its affairs alone. The premises occupied comprise a floor, 25x75 feet in dimensions, equipped with steam power and all necessary facilities for roasting coffees by the most approved and scientific processes. Mr. Eckhardt roasts all of his coffee "dry," and the whole operation is carried out under his supervision, a large amount of work being done for the leading grocery men, dealers and others who purchase their stock by the bag or bean, the roasting capacity of Mr. Eckhardt's plant being 500 lbs. per diem. He is a native of Germany and a thoroughly skilled exponent of this branch of industrial activity.

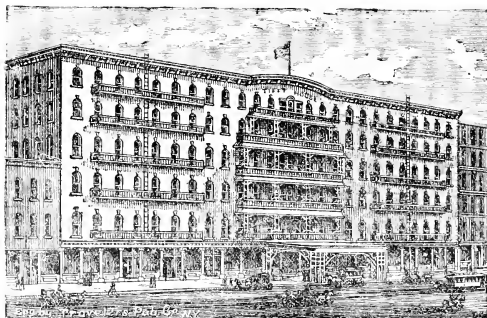


# BUFFALO THE QUEEN CITY OF THE LAKES.

**TIFT HOUSE**, Main and Washington Streets, E. D. Tutbill & Son, Proprietors. One of the leading and most successful hotels on the American plan in the Queen City of the Lakes is the favorite and old established "Tift House," located on Main and Washington Streets. This hotel has been carried on many years by Mr. E. D. Tutbill, and his son, Mr. Harry S. Tutbill. The Tift House is well situated in the midst of the wholesale and retail trade of Buffalo, in close proximity to the banks, opera houses, express and telegraph offices, and other public buildings, and is convenient of access to and from all depots and lake steamers, with street cars passing its doors to all parts of the city. It is a spacious five-story and basement building, 10x200 feet in area, and contains 200 rooms available for guests. All the rooms are well ventilated and handsomely furnished, while the halls and corridors are spacious. The sanitary arrangements are perfect in every detail, and the means of escape in case of fire ample. The ladies' and gentlemen's parlors and reception rooms are richly furnished and the offices are fitted up in a convenient and attractive style. The Tift House is supplied with electric lights, annunciators, elevators, steam heat, barbers

etc. The stock is carefully selected to meet the requirements of the local trade, and embraces everything from the cheapest to the most expensive products of the shoemaker's art. The prices offered cannot be duplicated by any other house in the city, while for elegance, excellent quality of material, and superiority of workmanship, the goods are unequalled by those offered by any other firm. Politeness and attention to the wishes of customers are the inflexible rule of the establishment, and all orders are filled with the utmost despatch. Six assistants are in attendance, and everything that can obviate unnecessary delay is provided, such as cash carriers, etc. The manager is Mr. Van Tassel, a courteous gentleman, who, during the year that he has been in business, has become very popular with all with whom he has come in contact.

**H. F. SMITH**, Coal and Wood, Breckenridge and Grant Streets. —There is no branch of commerce which is of more importance and which enters more intimately into the manufacturing and commercial interests of a great city than the coal and wood industry. A leading house in the trade, and one comparatively of very recent foundation, is that of Mr. H. F. Smith, whose yard and office are located at the corner of Breckenridge and Grant Streets. These premises are commodious, and provided with the necessary shedding, and every convenience and appliance for the receiving and storage of coal and wood. Orders by mail, telegraph, telephone, or in person, receive prompt attention, and dealers, families, and manufacturers can be supplied at short notice with any quantity, from a carload to any smaller lot, at the most moderate rates. Mr. Smith deals in the best grades of anthracite and bituminous coal, also pine, oak, and hickory, kindling wood, which is sawed and split to order in any size. Mr. Smith is a native of Buffalo, and prior to engaging in his present enterprise, he was assistant chemist for the city of Buffalo, and for ten years. He is highly esteemed in mercantile circles for his many sterling qualities and strict integrity, and success of a permanent character in his present venture seems assured beyond the peradventure of a doubt.



shop, etc., and the bar is supplied with the choicest wines, liquors, cigars, and also one of the best tables in Buffalo is kept here, Messrs. E. D. Tutbill & Son being liberal and painstaking caterers. Rates are from \$2.50 to \$3.00 on the American plan, and the service, cuisine, and accommodations are unsurpassed. The Tift House has always been the headquarters of most of the travelling men and railroad officials, and is also very desirable as a family hotel. Both Messrs. E. D. and Harry S. Tutbill have made hosts of friends owing to their promptness and integrity. Their record as hotel men is unsurpassed, and is so genial and agreeable hosts they are second to none in the country.

**S. P. THING & CO.**, Boots, Shoes, and Rubbers, No. 257 Main Street; A. Van Tassel, Manager. —One of the best known establishments on Buffalo's principal business thoroughfare is the responsible and representative house of Messrs. S. P. Thing & Company, dealers in boots, shoes, and rubbers, whose headquarters are located in Troy, New York, and Boston, Mass., where a large jobbing trade is carried on. Realizing the importance of this city as a commercial centre, Messrs. Thing & Co. in 1881, opened a branch retail store at No. 257 Main Street. For five years the business was here carried on, until, in May, 1886, when to secure better accommodation, a removal was made to the present spacious and centrally located quarters were secured. The store is 25x100 feet in dimensions elegantly fitted up in oak, and furnished with all that can minister to the comfort of patrons. A full and well-assorted line of foot wear, of all grades and sizes, is always kept in stock, including men's, women's, and children's shoes, rubber shoes, from the best producing houses of the continent, carpet, felt, and other slippers,

**UPPER & DONOVAN**, Manufacturers of Cigars, No. 76 Pearl Street. —The foundation of this business dates from 1866, when it was founded by Mr. Benjamin Upper, who conducted it with marked success, and in 1875 was joined by Mr. C. J. Donovan, since when the operations have been extended and the trade increased. The premises occupied by the firm at No. 76 Pearl Street, opposite the Board of Trade Building, comprise a commodious four-story block, 125 feet in area with basement, which afford exceptionally fine facilities for the storage of the large stock that is carried and for all purposes of the business. A full and complete line of all the leading brands of fine cigars is always kept on sale, including the celebrated "C. J. D." brand, which has become the popular cigar of our city, and is always in demand by the trade and consumers. This brand bears the portrait of the junior member of the firm, Mr. Donovan, who is pleased to represent a cigar which is gaining such universal satisfaction. All the special leading brands of fine cut and plug chewing and smoking tobaccos are also in stock; and it should be said to the credit of Messrs. Upper & Donovan that through those close business connections with manufacturers that they are enabled to offer better inducements to the trade than any others in the city. The business operations of the firm are widely diffused throughout the city and its adjoining counties, the trade being supplied from wagons which make regular trips weekly. The partners are experienced practical men of undoubted integrity and reputation and well known in our prominent business circles, and we take great pleasure in presenting this review on their business as one of our leading representative tobacco firms of the city.



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of the Southern and the Welland Divisions, Hamilton, Ont., J. E. Wren, chief engineer, Toronto, Ont., J. P. Hammett, chief engineer, Montreal, P. Q., Joseph Robson, chief engineer, Hamilton, Ont., J. G. Macdonald, engineer, Peterborough, Ont., John Lurie, district general freight agent, Toronto, Ont., A. Burns, district general freight agent, Montreal, P. Q., Arthur White, district general freight agent, Toronto, Ont., R. Quinn, district general freight agent, Hamilton, Ont., A. H. Harris, general freight agent through the Detroit Division.

The Grand Trunk is not only the all important line from Buffalo to all parts of the Dominion of Canada, but it is the line to be preferred by all others between this or any of the points on its system and Chicago. It passes beyond it lies entirely also in Detroit and Toledo, and passengers are looked through to any part of the west, south or northwest. The entire route of the Grand Trunk from Buffalo to Chicago is through a rich, thickly populated and interesting country, and there is a succession of thriving cities and villages along the line. The road bed through Canada is well known as being one of the most substantial on the continent, having been built at a grade so of expense, and the track is smooth as crystal, permitting a fast speed which in any line would be dangerous. As to the Canadian Grand Trunk, since it was opened as part of the through line to the north has been carefully related with steel rails and carefully graded until now it is the equal of any other trunk line. All trains of the Grand Trunk to west Buffalo, Suspension Road, and all lines running through without change, are equipped with Pullman drawing room and sleeping cars. Trains of freights, a view of Niagara Falls, and the Lake Erie and Champlain rivers, which challenge comparison with any other popular displays. The Grand Trunk is the first trunk line in the continent of the world, and it travels a comparatively short distance, 4,000 miles, and it is the only one in the world that has a through line to the north, and it is the only one in the world that has a through line to the south, and it is the only one in the world that has a through line to the east, and it is the only one in the world that has a through line to the west.

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**BUFFALO ELECTRIC LIGHT AND POWER COMPANY, No. 257 Washington Street.**—At the present day, when the cost of motive power is not excessive, and where a good artificial light is required, the economy of the incandescent lighting of the Buffalo Electric Light and Power Company is unquestioned. That the incandescent electric light is a wholesome illuminant is the universal testimony and weariness of eyesight is not induced, as when the flaming gas light is employed. The electric light does not require any air to support combustion, and therefore does not injure the atmosphere in a mill, store, or other building. In connection with these remarks special reference is made in this commercial review, to the reliable and progressive Buffalo Electric Light and Power Company, whose offices are located at Nos. 5 and 6 Coal and Iron Exchange, No. 257 Washington Street. This company was organized August, 1877, with large capital, and its patronage now extends throughout all sections of Buffalo. It obtains its supplies of electricity for light and power purposes from the Brush Electric Light Company, and makes a specialty of supplying patrons with incandescent electric lights at very reasonable rates. The company employs eighty-five men, and keeps constantly on hand a full stock of electric supplies, etc., and promptly attends to orders. The electric lights furnished by this company are soft and pleasant to the sight, burning without a flicker, and with none of the unpleasant hissing sounds so common with the lights of other systems. The following gentlemen, who are highly regarded in business circles for their promptness, enterprise, and just methods, are the officers, viz: Thomas Hodgson, president; John M. Brinker, vice-president; Chas. R. Huntly, treasurer, secretary, and manager.

**JOHN ECKHART, Real Estate and Insurance Broker, No. 482 Main Street.**—There is no more inviting field in the entire United States for operating in real estate than is to be had in Buffalo. Its unprecedented growth during the past ten years, as shown by the Eleventh Census, is ample testimony to the fact that here is the American Mecca for capitalists, investors, speculators and workmen to invest in property or secure a home, as realty is rapidly enhancing in value. Among the real estate agents in the city is Mr. John Eckhart, whose office is located at No. 482 Main Street. This gentleman has long been engaged in business as a real estate and insurance broker and notary public, and he is regarded as an expert authority on all matters affecting transactions in this line. He has built over one hundred and fifty houses on the east side, chiefly in the vicinity of the Parade House, and has carried through to completion many important transactions in the purchase and transfer of realty. He carries on a general business in buying, selling, exchanging, and renting property, makes tax and title searches, effects insurance in the leading companies, and does a large business in the negotiation of loans on bond and mortgage. He gives his undivided attention to all who favor him with their patronage.

**JAMES H. JEWETT, Dealer in Fine Shoes, Nos. 378 and 380 Main Street.**—Representative among the leading retailers of boots and shoes in Buffalo, is Mr. James H. Jewett, whose salesrooms are located at Nos. 378 and 380 Main Street. This business was established by Mr. Jewett, twenty-five years ago, and since that period he has built up a fine patronage with the best classes of society in the city and its vicinity. The premises occupied comprise a store and basement, each being 50x125 feet in area. The business is divided into three departments, viz., gentlemen's, ladies', and children's. Mr. Jewett keeps constantly on hand a choice and extensive assortment of boots, shoes, and rubbers, and his stock is unsurpassed for quality, style, and excellence by that of any other dealer in the state. This is the finest retail shoe store in the Queen City, and the goods can always be depended on to be equal to any in the market. Popular prices prevail, and polite and attentive assistants serve customers intelligently and promptly. Thirteen assistants are employed, and the business is under the able and careful management of Mr. E. C. Jewett, the son of the proprietor. Mr. J. H. Jewett was born in Moravia, N. Y., but has resided in Buffalo for the last thirty years, where he is highly esteemed for his business ability and integrity. He makes a specialty of supplying young men and ladies with the latest styles and most fashionably made footwear, and guarantees entire satisfaction to the most critical patrons.

**WHITTET, BARRETT & CO., Wholesale and Retail Dealers in Engineers' Supplies, Etc., Nos. 59 and 61 Main Street.**—This time-honored and representative house has for upward of half a century maintained the lead of all contemporaneous establishments in its line in Western New York. It is the oldest, as well as the largest concern of the kind in this city, and the trade, which is both wholesale and retail, extends in all directions for a radius of fifty miles. This business was established in 1838 by Dudley & Son, and in 1885 came into control of Feltbush & Whittet, who, two years later, were succeeded by the present firm of Whittet, Barrett & Co. The premises occupied as salesrooms, shop, etc., comprise an entire 90x50 three-story building with complete facilities, including telephone connection (458), and a dozen or more skilled hands are employed in manufacturing tin, copper, and sheet iron work of all kinds. The firm, who are agents for the Buffalo Duplex Steam Pumps, carry a vast and first-class assortment of wrought iron pipe, boiler-tubes, steam fittings, pumps, emery wheels, sheet rubber, valves, cocks, brass goods, copper vessels, sheet metal ware generally, sanitary specialties, belting, packing, oils, and in short, everything comprehended under the general head of engineers, machinists, and steam-fitters' supplies. All orders are promptly filled at prices as low as those in New York City. The firm is composed of Messrs. J. L. Whittet and L. L. Barrett, general partners, and Messrs. Frank Hammond and A. W. Guild, special partners, all well-known business men with a 1st standing in commercial circles.

**GEORGE A. RICKER, Civil and Landscape Engineer, No. 112 White Building.**—The quality of a man's work is his best recommendation; the importance of his work to the world, his best standard of reputation. When the quality of the work and this standard of reputation both are high, and the man is young, he is no prophet who cannot foresee a brilliant future for such a man, in his chosen profession—if life and health are spared. This is a stunning up of the principles which, in the case of Mr. George A. Ricker, give him his enviable place among the civil engineers of this city. Just now he is making profiles, cross sections and details for his recent survey and map of lands of the new Buffalo Dock & Connecting Railroad Co., the development of whose valuable properties means so much for the future of Buffalo. Mr. Ricker has had for years' experience on eastern and western railroads, and since establishing his office in the White Building, in February, 1887, he has laid out hundreds of acres of city property, besides furnishing plans and laying out about 600 acres of land on Lake Chautauque, Lake Erie and Grand Island, his last important work of this kind being the villa, plotting of the southern head of Grand Island. He has done some most difficult civil engineering work for both old and new railroad companies, coal and lumber companies, etc., and has an extensive and influential business connection in the line of city surveying and miscellaneous work. He is personally very popular, not only in professional but in social circles. Mr. Ricker is a junior member of the American Society of Civil Engineers; was educated at the Massachusetts Institute of Technology, and is twenty-seven years of age. He has recently opened a branch office at Niagara Falls.

**WILLIAM H. PRENTICE (Successor to M. H. Birge, Sons & Co.), Wall Decorations, Fine Furniture, Inlaid Floors, and Draperies, No. 250 Main Street.**—A representative and progressive house is engaged in the importation, manufacture, and sale of upholstery goods, art furniture, etc., is that of Mr. William H. Prentice, Nos. 248 and 250 Main Street. This business was established in 1831 by M. H. Birge, who was succeeded by M. H. Birge & Sons, and M. H. Birge, Sons & Co. In February, 1890, Mr. William H. Prentice became sole proprietor. He has had great practical experience and makes a superior display in his extensive warehouses. His premises comprise a store and basement, each 40x165 feet in dimensions. Here is kept a full supply of paper hangings, window shades, draperies, fine art furniture, stained glass, etc., also various descriptions of decorative fabrics, silks, damasks, brocades, with appropriate fringes and trimmings. Mr. Prentice attends to mural painting, wood carpeting, the entire decorating and furnishing of homes, and submits sketches and estimates for any desired work. Sixty workmen are employed, and the trade extends throughout Western New York and Pennsylvania. Mr. Prentice was born in Buffalo, where he is greatly respected in trade circles.

**J. A. MILLER**, Hats, Caps, Furs, and Straw Goods, No. 317 Main Street, Opposite the Churches.—The hat, cap, fur, and straw goods trade of the City of Buffalo is a factor of great influence in the development and welfare of its business interests. Prominent among the leading houses engaged in it is that of Mr. Harry Smith, whose fine and attractive store is located in the west central part of Main Street at No. 317, opposite the churches. It was established by this gentleman in 1858, at No. 327 of the same thoroughfare, whence it was removed to its present location in 1881. It has always been the leading and fashionable emporium for its class of goods, owing to their uniformly high standard of excellence. The handsomely furnished store, 28x35 feet in dimensions, is conveniently fitted up, and the fine stock carried embraces all the styles imported from the leading hatters of London at New York. Three polite and active assistants are in constant attendance. Among the special makes of hats handled are the well-known ones of such celebrated manufacturers as Brixham, Berkeley, and Haldshay & Co. of London, Eng., and of Spelmann and Melville of New York. Prices quoted are invariably moderate. Mr. Smith was born in England, and has been for fifty years a resident of Buffalo, where he is universally esteemed for his enterprise and honorable dealings.

**NORTH BUFFALO SHINGLE FACTORY.** Thomas Thompson, Manufacturer of XXX and XX cut and Sawn Shingles, also Dealer in Lumber, Mouldings, Etc.; Office, No. 29 Tonawanda Street.—This business was established by Mr. Thomas Thompson, between twenty-five and thirty years, the present location having been the premises occupied for over twenty years. Prior to '88, the plant included a planing mill in conjunction with the shingle factory, but after a fire, which destroyed the buildings in that year, Mr. Thompson decided to confine himself to the shingle manufacturing branch of his business, and only the North Buffalo Shingle Factory was accordingly rebuilt. This is on Tonawanda Street, at No. 29, and the grounds comprise about three acres of land. The mill is 70x90 feet in dimensions, and is equipped with the latest improved machinery for the manufacture of both cut and sawed shingles, the output being 50,000 cut and 30,000 sawed shingles daily. The machinery is operated by steam power and employment is given the year round to thirty assistants, sawyers, etc. A specialty is made of shingle and dimension shingles, also of XXX and XX shingles cut and sawed. A large trade is also done in all kinds of rough and dressed lumber, pine flooring, siding, ceiling, mouldings, etc., and a yard of lumber, fence posts, pickets, rail road ties, etc., and extends all over the state. A heavy stock is carried, and orders are filled with expedition at current market rates.

**BUFFALO BOOK BINDERY.** Hepburn & Schlageter, 141 Lefferts. Third Floor Dunston Building, Corner Scholes and Lefferts.—This reliable house was established in May, 1888, and at that time was known by the firm name of its founders, Messrs. A. Young & Brother. About a year and a half after the present proprietors succeeded to the business, now known as the Buffalo Book Bindery. The firm occupies a floor 28x30 feet in dimensions, and is well equipped with the latest improved machinery and the best process, ruling, etc. Fourteen hands are employed, and 25,000 of the finest output of the finest description. The finishes are four, cloth, and orders executed with skill and despatch. The motive power is supplied by steam, and work is turned out with wonderful rapidity, while nothing is lacking in elegance of design and beauty of finish. Both patterns are men of experience and possess all the qualifications necessary to success. The trade extends throughout the city and neighboring counties, and orders received by mail are given the same attention as those given in person. Mr. Hepburn is a native of the city, while Mr. Schlageter was born in St. Louis, Mo., but has resided here since 1864. The former is a member of the Catholic Mutual Beneficial Association, and both are young men of push, pluck, and energy.

**E. M. HEDD,** French Feather Dyer and Dresser, No. 14 E. Chippewa Street.—One of the most striking and original signs in Buffalo is "The Golden Ostrich," in front of the feather dyeing and dressing establishment of E. Hedd at No. 14 East Chippewa Street. Mounted on a heavy iron base is the figure of a gigantic ostrich, heavily gilt, astride of which is a little negro boy bearing an ostrich plume. This sign attracts the attention of all strangers visiting Buffalo. Mr. Hedd established himself in his present location in May, 1881, and has built up a flourishing trade. Previous to coming to this city, he was in his brother's establishment in Boston. Besides the dyeing of feathers, a considerable portion of the business consists of cleaning, repairing, and making over. A specialty is also made of renovating and restoring blazers, crapes and gloves to their original freshness. A large stock of feathers is carried, and orders receive prompt attention. Mr. Hedd is a French man by birth, but has been in this country twenty years and has gained for himself an enviable reputation.

**LINEN AND SHOE STORE.** Manufacturers and Dealers in Fine Shoes, No. 96 E. Second Street, J. S. Benson, Manager.—This house has only been established since last March, but in that time a trade of the most substantial character has been built up. The store is one of a chain of some ten or a dozen owned and managed by Messrs. W. H. and S. W. Limes, who are among the leading and largest boot and shoe dealers in the state of New York. They have well equipped stores at Troy, Geneva, Rochester, Cleveland, O., Jamestown, Youngstown, O., Canandaigua, and Schenectady. The establishment in this city measures 28x95 feet. Its appointments it is perfect and contains a choice stock of everything new and fashionable in boots and shoes for ladies, misses, children, men and boys, also slippers and rubbers, children's school shoes, vacation base ball, tennis, and fancy shoes of every description. The stock is the most complete in the city and includes the Burt and Finkard "Korret" shape men's shoes, shoes made by John Kelly of Rochester, and others of like celebrity. The business is both wholesale and retail, and prices are beyond competition. Mr. J. S. Benson is the manager. He is a native of Waterloo, N. Y., and has had long experience in the trade in Cleveland, O., and at New Castle, Pa.

**LEWIS & SIEBER** Lock Manufacturers and Bell Hangers, Contractors for all kinds of Electric Work, Silver Plating in all its branches, No. 17 Court Street.—The business of this house was originally founded in 1860 by Mr. J. O'Reilly, who was succeeded by Messrs. Valentine Brothers, and, in 1879, by the present firm, the members of which are accomplished and expert locksmiths, bell hangers and electricians of thirty years' experience, and are thorough masters of every branch of their trade, including the fitting of keys and repairing locks, hanging bells, electric work, speaking tubes and silver plating in all its branches. County as well as city work is promptly attended to. The individual members of the firm are Mr. John Leewer, who is a native of this city, and Mr. George Sieber, who was born in Germany, and came to the United States in 1875. Both gentlemen are honorable and industrious citizens highly respected.

**T**HE INTERNATIONAL HORSE EXCHANGE SALE STABLES, Stock Yards, East Buffalo; Brown & Smith, Proprietors, G. W. Burris, Salesman.—A firm in every way thoroughly representative of the best methods, and the extent and character of whose transactions have placed them in the van of the trade in the Queen City, is that of Messrs. Brown and Smith, whose International Horse Exchange, sale yards and stock yards are located at East Buffalo. This business was established in 1886 by Messrs. M. H. Brown of Whitehall, and G. H. Smith, of Buffalo, who have since built up a liberal and influential patronage in all sections of the country. They occupy two well equipped two story barns, each 80x130 feet in area, and which afford ample accommodation for 300 horses. They make liberal advances on consignments, and guarantee quick sales and prompt returns. The firm are constantly receiving horses from the west, Ohio, Michigan, Indiana, Iowa, and Kentucky, and since February 1, 1890, have sold by auction 4000, and many more by private sales, averaging \$140 per head. Orders are promptly filled at the lowest ruling market prices, and the firm supply largely dealers, street railway companies, jobbers, and others. To this firm belongs the credit of being the first to start auction sales of horses in East Buffalo, which trade has now grown to extensive proportions. Messrs. Brown and Smith are highly regarded by the community for their promptness and integrity, and are very popular in trade circles. The telephone call of the house is 1002 M.

**J**OHAN J. MOSSMAN, Acting Commercial Agent, Wabash Railroad Company; Room No. 14, Coal and Iron Exchange.—Mr. John J. Mossman is the acting commercial agent in Buffalo for the Wabash Railroad Company, and has charge of the commercial traffic of this line in New York and Pennsylvania, the object of the agency being to look after manufacturers and to see that the line it represents gets its full share of freight and general traffic. The agency was established about two years ago, Mr. Mossman taking charge in May, 1890. The office is in Room No. 14, Coal and Iron Exchange. The company takes charge of all freight for the west. Its facilities are of the best in consequence of its connections with the Grand Trunk, Lake Shore, Michigan Central (at Toledo), Nickel Plate (at New Haven), the Erie Lines (at Huntington), and Pennsylvania lines (at Fort Wayne). These give direct communication with all parts of the west. The Wabash Railroad goes to Missouri River, and there connects with all the transcontinental lines. At St. Louis a connection is made with the Texas and Southern lines. The Wabash is the only road that issues a time table of freight trains, and has the deserved reputation of running the fastest freight trains in the world, as the following times and distances will conclusively show: Toledo to East St. Louis, 433 miles, run in 30 hours and 45 minutes; Toledo to Kansas City, 710 miles, 44 hours. Mr. Mossman is getting a good share of traffic for his company. Although a Canadian by birth, Mr. Mossman has been a resident of Buffalo for the major portion of his life and bears a high reputation for business ability and integrity.

**H.** H. OTIS, Publisher, Bookseller, and Stationer, No. 288 Main Street.—The oldest and most widely known book and stationery house in Buffalo is that of H. H. Otis, No. 288 Main Street, which for a period extending over thirty-three years has been conducted by the present proprietor, at the location indicated, with uninterrupted success. This is a well ordered first-class establishment, very complete in every department, and has a flourishing patronage, its trade, which is both wholesale and retail, reaching throughout the United States. A branch store is maintained in the summer season at Chautauque, N. Y., and, altogether, the business done is exceedingly large. Mr. Otis making a leading specialty of filling mail orders. A vast, varied, and excellently selected stock is kept on hand here, and comprises everything in the line of books and stationery, while the prices quoted are always as low as the same article can be purchased for in New York City. The store is commodious and neatly appointed, everything bespeaking admirable management. An efficient staff of assistants are in attendance and customers are assured of polite attention and honorable dealing. The stock is of an extensive and superior character, and includes school and text books, historical, biographical, geographical, mathematical, and scientific works; books of poems, fiction and romance, all the standard novels, modern light literature, and general miscellany; also the leading reviews, magazines, and

periodicals, pictorials, art publications, and illustrated journals; office ledgers and blank books in great variety; writing pads, tablets, etc., fancy cards, art novelties and in short, everything comprehended in fine mercantile stationery, with an elegant line of plush and leather goods, albums, toilet sets, and kindred articles. Mr. Otis is a man of full middle age, and was born in Jefferson County, but has been a respected resident of Buffalo for forty odd years. He is a gentleman of courteous manners and entire probity of character as well as of energy and excellent business ability.

**S.** J. SCHERER, Artistic Photographer, No. 515 Main Street.—The photographic art has to Mr. S. J. Scherer, a representative of wide experience and high artistic ability, and his studio at No. 515 Main Street, is one of the best equipped establishments of its kind in the city. Mr. Scherer was born in the neighboring city of Rochester, and there received a thorough training in the art photographic. In 1888 he came to Buffalo and purchased his present business from Mr. L. Levilly, who founded it some six or seven years ago. Under Mr. Scherer's direction the whole establishment has been rehabilitated and equipped on a scale that puts it abreast with any photographic gallery in the "Queen City." His premises comprise two floors, and these are divided into reception, dressing, operating, finishing, and other rooms, which are tastefully fitted up and furnished with many evidences of his skill in portrait and other classes of photography. All the latest apparatus and appliances known to the photographic profession are in use here, and from seven to eight assistants are in service, the patronage being at once extensive and as influential and substantial as it is large. Every branch of photography is executed here, including portrait, copying, views and commercial work, and the prices are liberal and fair. Some of the handsome illustrations in this work are from photographs taken by Mr. Scherer. Personally, he is a pleasant, prompt and enterprising man of business, fully meriting the success he has achieved.

**C**ONRAD FLIERL, Jr., Dry Goods, Notions, Etc., No. 592 Clinton Street.—This handsome, airy and well fitted dry goods establishment was founded by its present proprietor, Mr. Conrad Flierl, Jr., some twelve months ago, and enjoys a large patronage. The store has a frontage of thirty-five feet and runs back a distance of upwards of one hundred, and presents a most attractive appearance. A large and well selected stock of dry goods and notions is kept on hand, as well as silks of all kinds, white goods, print cloths, ginghams, woollens, cassimeres, lawns and other dress goods; also fancy goods, notions, carpets, oil cloths, curtains, and the usual complement of a first class emporium of this type. Mr. Flierl's family and assistants courteously wait upon customers. Mr. Flierl is a native of Buffalo, and, apart from his dry goods interest, is prominently identified with the painting industry, his shop being located to the rear of his dry goods emporium. He employs eight men to twenty hands and does all kinds of house and sign painting, decorating, frescoing, graining, glazing, etc., at most reasonable prices and in the best manner. The work done at the high school and a number of other schools testify to Mr. Flierl's ability to fill the largest contracts to the satisfaction of his patrons.

**J**EREM KINNEY, Dealer in Diamonds, Watches, Clocks, Jewelry, Spectacles, and Fancy Goods, No. 92 Seneca Street.—A long established and deservedly popular Seneca Street jeweler is Jeremiah Kinney, whose neat and well-appointed store is at No. 92. Mr. Kinney who has been in business here twenty years, was born in Massachusetts, and has resided in Buffalo more than quarter of a century. He is a gentleman of pleasant, reliable business manners, an expert watchmaker and jeweler, and at one time worked for D. B. Cassell. Mr. Kinney bears a very creditable war record, is a prominent member of the F. & A. M., the I. O. O. F., the Jewelers' Security Alliance and other orders and associations, and is one of Buffalo's most respected citizens. His store, is handsomely fitted up in walnut and tastefully arranged. Three competent assistants are employed, and a fine stock is kept on hand of superb diamonds, rubies, pearls, emeralds, and kindred gems; gold and silver watches, clocks, silverware, art novelties, optical goods and fancy small wares. Every article sold is warranted, and all work done is guaranteed, first-class fine watch repairing being a specialty, while the prices are placed at the lowest point.



**S.** PICKELMANN, Jr. Florist, Store, No. 332 William Street; Greenhouses, No. 290 High Street.—The cultivation and sale of flowers and ornamental plants forms an important branch of industry in every business centre, and is without doubt the most pleasing among the numerous associations of daily life. The cultivation of flowers is one of the most delightful of employments, and he who engages in it confers upon others, whose callings prevent their doing so, much of the pleasure which he himself enjoys. One of the leading representatives of this business to be found in the Queen City is Mr. S. Pickelmann, Jr., whose headquarters are at his commodious store, No. 332 William Street, and whose greenhouses are excellently situated at No. 290 High Street. Mr. Pickelmann is a native of Buffalo and has followed the floral business all his life. He is a thoroughly expert floriculturist and horticulturist, and fully understands the best methods of cultivating plants and flowers. In 1887 he established business on his own account, since which date he has built up a large and first class patronage. Mr. Pickelmann has nine fine greenhouses, each 12x75 feet in dimensions, and having altogether 25,100 square feet of glass. These are filled with the choicest flowers, palms, shrubs, and ornamental plants of all kinds. Mr. Pickelmann's ability and excellent taste as a florist are too well known to need extended comment. He is acknowledged to be one of the most successful designers of floral decorations, wreaths, and emblems in Western New York, a fact that is amply evidenced by the very large trade done by him in cut flowers, an immense number of which are annually sold by him. His trade in potted plants, shrubs, etc., also reaches a large figure, and extends throughout Western New York, Pennsylvania, and Ohio. Six skilled florists and gardeners are employed, and all orders are promptly as well as satisfactorily filled. Mr. Pickelmann is an active, enterprising young man, well known in the community, and he amply merits the substantial success which he has achieved.

**F.** N. ALDERMAN, Druggist and Chemist, No. 901 William Street. Mr. F. N. Alderman, the well-known pharmacist of this city, is by birth a Wyoming County boy. His early experience was had in the well-known store at Batavia, N. Y., known as "The Seaverstand—established in 1817." After an experience of eight years Mr. Alderman removed to Buffalo, to follow his profession having in the meantime taken a two years' course at the Buffalo Medical College. He will be remembered by an extended line of acquaintances at the pharmacies of T. M. Johnson, Main Street; Geo. Sykes, Franklin, and E. J. Smith, Niagara Street. March 1889, found him located at No. 897 William Street, where he continued to do business until the increasing demands of trade made his removal to the present location necessary. It would seem evident to the casual observer that sixteen years' experience had well fitted him for the planning and arranging of an ideal store as shown by the display and many conveniences for compounding and dispensing medicines. Beside the usual line, staple drugs, chemicals, and proprietary articles found in a first class drug store, a specialty is made of perfumes, fine soaps, chamois skins, and Teague & Co. confections. Two competent assistants are employed, while the laboratory is under the personal supervision of the proprietor. Physicians' prescriptions are compounded with scrupulous care and precision, and are dispensed at all hours of the day or night at fair and equitable rates. Mr. Alderman is a gentleman of experience and of enterprise, and is held in high regard by all who have dealings with him.

**C.** HAS P. RUPPERSBERG, Manufacturer of Fancy Furs, Nos. 383 and 385 Main Street.—The manufacture of seal skin sacsques, newmarkets, dolmans, and the fur robes has made considerable progress in Buffalo, and one of the most reliable houses in this trade, is that of Mr. Charles Ruppertsberg, whose office and salesrooms are located at No. 383 and 385 Main Street. This popular house was founded October 1885, by Mr. Ruppertsberg, who has since been patronized by the best classes of society. He supplies the finest and most fashionable furs and seal skins worn in this city, and in all kinds of fur goods is the leader and authority on the prevailing styles and fashions. His salesrooms are spacious and elegantly equipped, and are fully stocked with a splendid assortment of furs, seal skins, etc., which are offered to customers at lowest prices. Such are his facilities that he engages to make to order fine seal sacsques at a saving of \$75 to \$125 on each garment. His goods are absolutely unsurpassed

for quality of materials, finish, fit, and elegance. He uses only the finest Alaska sealskins of the best English dye, and being a thoroughly practical furrier, personally attends to all details. Mr. Ruppertsberg also redyes sealskins, refits, lengthens, trims, and alters them at lower prices than any other house in the city. Ladies and their friends are cordially invited to visit the salesrooms.

**C.** LARK & PATRIDGE, Proprietor of The Queen City Planing Mill, Nos. 364 to 383 Massachusetts Street.—This enterprising and successful concern was established several years ago by Clark & Kunz, who conducted it till 1888, when Mr. A. Ralph Clark became sole proprietor. Latterly Mr. Clark admitted into partnership Mr. G. W. Patridge, and the firm style is now Clark & Patridge. The premises comprise a lot 635x200 feet in area, on which is a superior two story brick planing mill, 10x313 feet in dimensions. The lumber yard has five entrances, and the planing mill is fully equipped with the latest improved machinery and appliances, including five first class planers, fourteen elevators, automatic sprinklers, etc. There are three miles of belting, and the stock of lumber which is always kept up to 4,000,000 feet, and is valued at \$50,000. Here 200 hands are employed, and twenty-six delivery wagons are engaged filling orders in Buffalo and its vicinity. The firm manufactures extensively sash, blinds, doors, mouldings, dressed lumber, flooring, and siding, and make a specialty of hardwood interior finish for banks, churches, hotels, public buildings, etc. They employ their own architect and draughtsman, and turn out all kinds interior fittings, univalued for finish, design, and workmanship, while prices are unequalled. Messrs. Clark & Patridge are very popular in trade circles, and their trade extends throughout the middle and eastern states.

**T.** HE BUFFALO SHIRT CO., Manufacturers of the Buffalo Shirts, Nos. 481 to 489 Washington Street.—This business was established in 1888, and has a very permanent patronage in all sections of the United States, but chiefly in the southern states. The premises occupied comprise a spacious floor, 35x141 feet in area, fully equipped with modern appliances, including 100 first class sewing machines operated by steam power. They employ 100 hands in the factory and 300 hands outside, who turn out 600 dozen of shirts weekly. All grades of shirts are manufactured, and the goods are general favorites with retailers, owing to their great salability and intrinsic merits. Their finest shirts have no superior for quality of materials, finish, fit, and uniform excellence, while the prices quoted in all cases are extremely moderate. Several traveling salesmen are employed, and the trade of the house is steadily increasing. Mr. Raymond, the proprietor, is a native of Niagara County, but has resided in Buffalo for the last ten years. He is highly regarded in trade circles for his enterprise, business skill and integrity, and was formerly for seven years one of the proprietors of the Queen City Shirt Company. This house is commended to buyers as one capable of meeting all the requirements of the trade, and those giving their orders to it will obtain advantages in goods and prices, very difficult to be secured elsewhere.

**L.** EXINGTON PHARMACY, H. S. Rider, Proprietor, Corner Lexington and Ashland Avenues.—The vocation of a pharmacist is an important one in any community. On his care and skill, almost as much as that of the medical profession, depends the physical welfare of patients. Among the favorably known druggists in this city may be mentioned the name of Mr. H. S. Rider, whose elegant and attractive store is located at the corner of Lexington and Ashland Avenues. The store is spacious and commodious, and is made attractive by a handsome soda fountain, neat show cases, and ornamental counters. It is fitted up with every convenience, especially the prescription department. The stock of drugs includes everything usually needed in the trade—consisting of pharmaceutical preparations, patent medicines, physicians' supplies, and fine perfumery and fancy articles usually found in a first class druggist's establishment. Mr. Rider is an expert, conscientious pharmacist, who thoroughly understands the business, and being duly qualified and registered he can be relied upon for the exact scientific compounding of physicians' prescriptions and family recipes, while his charges are moderate. Mr. Rider is a native of Le Roy, New York, and is regarded as an honorable member of the useful fraternity to which he belongs.



**B. HUSTER**, Dealer in Flour, Feed, Grain, Baled Hay and Straw, Coal and Wood, Nos. 11 to 17 South Cedar Street, Near Seneca—A prosperous flour and feed merchant in this section of the city is Mr. B. Huster. He is a wholesale and retail dealer and also handles coal and wood. Mr. Huster, who is of middle age, was born in Germany, but has resided in Buffalo thirty odd years. He started in business in 1876. The premises occupied comprise a two-story building and a barn and storehouse, and yard. A large stock is carried, including best brands of flour, meal, middlings, oats, corn, and grain, hay, and straw; also coal and wood. The prices prevailing are the very lowest, altogether no better house could be found with which to leave orders.

**MISS KATE CONROY**, Employment Agency and Boarding House, No. 408 Seneca Street.—An establishment which is a great convenience to Buffalo and vicinity is the employment agency of Miss Kate Conroy. Miss Conroy established the agency in 1887. She is very careful in the selection of help and recommends only those who are properly endorsed. Miss Conroy always has upon her books a list of the very best class of help. Besides her business as an employment agent she also keeps a first-class boarding house.

**GEORGE F. HOFFEINS**, Dealer in Choice Groceries and all Kinds of Choice Family Flours, Oats and Feed, No. 280 Seneca Street.—A representative house in that quarter of the city is the well known establishment at No. 280 Seneca Street, of George F. Hoffeins, dealer in choice groceries. Born in Germany, Mr. Hoffeins came to Buffalo in boyhood. In 1875 he commenced business at No. 280 Seneca Street. Success rewarded his energy and perseverance, and for many years he has occupied a position among the leading grocers. The premises utilized are located on his own property, and comprise a building 30x50 feet in area, also an extension 18x40 feet. The goods include all fancy and staple groceries. A staff of assistants are employed; orders are promptly filled, and two delivery wagons carry goods to any part of the city.

**HENRY McNEIL**, Dealer in Coal and Wood; Office, No. 626 Swan Street; Residence, No. 511 Swan Street.—A well known house engaged in the coal trade is that of Henry McNeil. This business was founded in 1884, by Messrs. McNeil and James. The premises utilized comprise an office and yard 150x250 feet in dimensions. The stock carried is large and valuable. The lowest prices prevail. Mr. McNeil is a native of Ireland, and before coming to the United States resided in New Zealand. He is esteemed by all classes of the community. Mr. McNeil is also a wholesale dealer in hard and soft wood.

**E. J. BUXTON**, Florist, Nos. 1099, 1101 and 1103 Niagara Street.—Mr. E. J. Buxton, the florist, of Nos. 1099, 1101 and 1103 Niagara Street, controls a number of greenhouses and does an extensive business in the growing of flowers, ornamental trees, shrubs, and climbing vines, and is a landscape gardener of practical experience and knowledge, acquired after years of study and practice. Mr. Buxton has facilities for supplying flowers in any quantity for weddings, funerals, and decorations; also floral designs, ferneries; brackets, hanging baskets, etc. He caters for a first class trade, and has among his patrons many of the most noted and respectable families of the city. Mr. Buxton is at the head of his profession, is a native of England, and has resided in the United States for the past twenty years. He is widely and highly respected for his many fine qualities and is straightforward in all his transactions.

**CLAUDE C. SMITH**, Watchmaker, Jeweler and Optician, No. 1254 Main Street.—One of the attractive stores in Buffalo is that of Mr. Claude C. Smith's the well known and popular watchmaker and jeweler, No. 1254 Main Street. It is 30x30 feet in dimensions and is fitted up in an elaborate manner. This business has recently been established by the present proprietor, who keeps in stock an excellent assortment of jewelry in unique designs; also gold and silver watches, clocks, optical goods, gold chains, locketts, rings, bracelets, and diamond goods, of every variety. Specialties are made of silverware and optical goods and

particular attention is given to fine watch, clock, and jewelry repairing at the lowest possible prices. Mr. Smith is a native of Jamestown, N. Y., and during his business career in Buffalo has gained an enviable reputation as one of the best watchmakers and jewelers in the city.

**GEORGE SHERRIFF**, Dealer in Meats, Etc., Nos. 68 and 70 Forest Avenue.—The finest market without exception in this part of the city, is that of Mr. Geo. Sherriff, who occupies a fine, double store, Nos. 68 and 70 Forest Avenue. It is central to the best families of Buffalo, and sustains a high reputation for first-class meats. It is one of the finest fitted up markets in the city, and the choicest of lamb, beef, mutton, and veal, poultry and game in season, likewise salt and smoked meats, etc., can always be found here at the lowest possible prices. Polite assistants are employed, and all goods are delivered free of charge. Mr. Sherriff, who was born in England, has long resided in this city, and has done business at his present location for the past twenty years. He is respected and esteemed by all who know him.

**GEORGE HEROLD**, Dealer in Fresh, Salt, and Smoked Meats, Pork, Lard, Sausage, Etc., No. 794 Seneca Street.—Among those dealers who have achieved prominence in the provision trade there are none so well known as George Herold. Mr. Herold who was born in Germany sixty years ago commenced business operations in 1867. For eleven years he was in the Elk Street Market, but since 1878 he has occupied his present premises. Mr. Herold's business is extensive. He also manufactures fresh and smoked sausage, cures meats, and deals largely in salt and smoked meats, lard and provisions generally. Mr. Herold is one of the substantial representatives of his line of business, and enjoys the unbounded confidence of all.

**THE CLINTON STREET TEA STORE**: Teas, Coffees, Sugars and Spices, Wholesale and Retail, No. 673 Clinton Street, Corner Watson, Geo. C. Heller, Proprietor.—This business was established many years ago and in 1889 was bought out by the present proprietor. The store is 30x40 feet in dimensions, is admirably fitted up, and the business which is both wholesale and retail, is extensive. The stock is of a superior quality and embraces teas and coffees direct from China and Japan, sugars, spices, hermetically sealed goods. Mr. Heller's long experience and advantageous purchases enable him to offer special inducements to his patrons. He is a native of Germany and came to this city when a boy. He is very popular and has achieved well deserved prominence in mercantile circles.

**MORLEY & CATLIN**, Artistic Show Card Writers, and Sign Painters; Office, No. 180 Main Street.—In these days of enterprise every device to attract attention is brought into requisition by the progressive merchant. Among the most attractive of these devices there are none so tasteful as show-cards such as those made by Morley & Catlin. They possess excellent taste and judgment and get out illuminated show-cards of all sizes and styles. They are doing a flourishing business and as artistic show-card writers are not excelled by any others in the country. Show-cards for any kind of business are made to order at popular prices. The firm's premises are equipped with every thing necessary for executing the work in the highest style of the art. A number of expert hands are employed and business is active and brisk.

**FRANK BORN**, Grocer, No. 364 Howard Street.—Although it is only two years since Mr. Frank Born commenced business on his own account, he to-day enjoys a patronage equal to that of the other established dealers in this neighborhood. His store, at No. 364 Howard Street, corner of Smith, is handsomely equipped and 27x100 feet in dimensions. Here the stock of fresh and wholesome groceries, both staple and fancy, of every variety, are admirably displayed, and the most critical housekeeper cannot fail to be gratified with the general excellence of the stock, and the lowest prices prevailing. Mr. Born also deals in foreign and domestic wines and liquors, cigars, smoking and chewing tobaccos. He gives his personal supervision to the details of the business, assisted by the members of his family, and by energy and perseverance has built up a large and ever growing trade.



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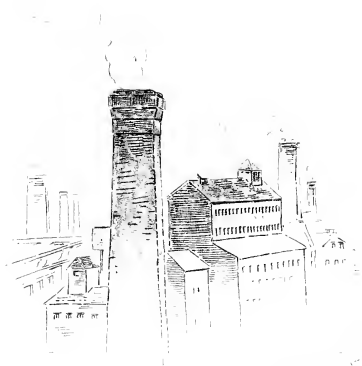
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